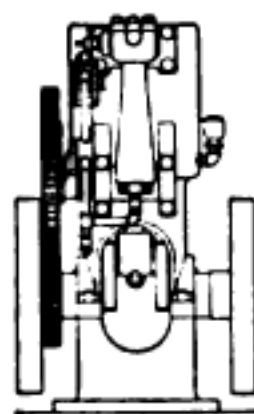


JAPANESE PRINTING AND COPYING PAPERS,  
JAPANESE PAPER NAPKINS.  
CHINESE PRINTING AND COLORED PAPERS,  
GOLD, RED, ETC.

SAMPLES ON APPLICATION.

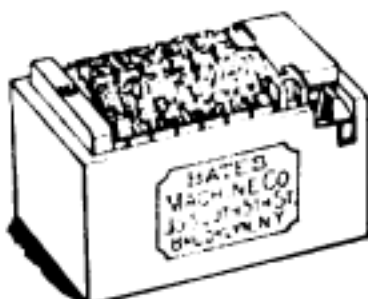
LIONEL MOSES, IMPORTER,  
25-27 South William Street, NEW YORK.



### PROUTY Electro-Gasoline Engine

2 to 50 H. P.  
Runs without smoke, odor or noise.  
Special styles for Electric Lighting,  
Boats, Mining Locomotives, Hoists,  
Portable, Threshing, Pumping, Farm  
and Dairies, Inspection and Street  
Cars, Road-Wagons, Printing Offices  
and all stationary purposes. All  
engines guaranteed and may be re-  
turned at our expense if not as repre-  
sented. **THE PROUTY CO.,**  
79 Dearborn St., CHICAGO, U.S.A.

## TYPE-HIGH NUMBERING MACHINES



NEW MODELS, 1897.  
NO PREFIX, NO PLUNGER.  
Perfect in Design  
and Construction.

FAULTLESS PRINTING.  
SEND FOR CATALOGUE.

123456.

The BATES Machine Co.  
25 & 27 S. 5th St., Brooklyn, N.Y.

## ST. LOUIS PHOTO-ENGRAVING CO.

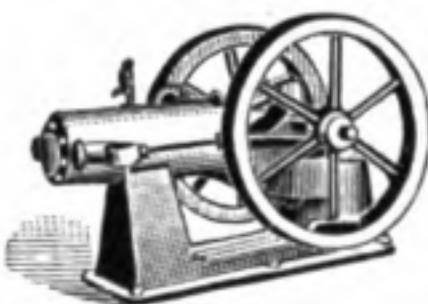
COR. 4TH & PINE STS. ST. LOUIS, MO.

## Gasoline Engines

The Most Reliable and Cheapest  
for Printers.

No Engineer; no attention required. Catalogue free.

THE VAN DUZEN GASOLINE ENGINE CO., Cincinnati, Ohio.



# BARGAINS PRESSES

.....in Secondhand

We Advertise only Stock in our Wareroom.

- 150....42 x 60 Campbell Two-Revolution, four-roller, table distribu-  
tion, job and book .....  
152....41 x 56 Campbell Two-Revolution, four-roller, table distribu-  
tion, job and book .....  
148....37 x 52 Hoe Two-Revolution, four-roller, table distribution....  
139....38 x 54 Taylor Three-Revolution, air springs, tape delivery....  
153....35 x 51 Hoe Drum Cylinder, four-roller, table distribution, wire  
springs and tape delivery.....  
101. ...32 x 46 Six-column Quarto Hoe Drum, two-roller, wire springs,  
tape delivery.....  
162....32 x 43 Country Campbell.....  
164....34 x 48 Potter Stop Cylinder .....  
131....24 x 29 Hoe Drum Cylinder, wire springs, tape delivery, rack  
and screw .....  
130....17 x 22 Potter Drum Cylinder, wire springs, tapeless delivery,  
132....23 x 28 Taylor Drum Cylinder, wire springs, tape delivery.....  
149....16 x 21 Hoe Pony Drum Cylinder, tapeless delivery, wire  
springs, rack and screw distribution .....

### MISCELLANY.

- Special.* — Johnston Steel Die Power Stamper, automatic feed and  
wiper, with patent ink-saving attachment. Good as new.  
109....Seven-column Quarto Kendall Folding Machine, with paster  
and trimmer.....

Full Line of New O. S. Gordon Presses at manufacturers' prices.

Should you be in need of anything not listed here, write us, for our stock  
is constantly changing and increasing. We are doing business for your  
benefit as well as for our own. Favor us and get fair, honest and money-  
saving treatment. Our storeroom is ample for display of machinery.

All of our secondhand machinery is thoroughly and carefully rebuilt and  
fully guaranteed.

H. BRONSON,  
Pres't and Gen'l Mgr.

Bronson Printers' Machinery  
and Warehouse Co.,

TELEPHONE, MAIN 3726.

48 and 50 North Clinton St., CHICAGO.



## Thorough Instructor

MANY books come and go in a zig-zag, uncertain way, but there  
is one which, like Tennyson's brook, keeps right on gathering  
strength day by day. This book is "Hints on Imposition," a  
hand-book for printers, by T. B. Williams.

Every page is replete with information for journeyman printer  
and apprentice. Nothing pertaining to the imposition of book forms  
has been overlooked by the author. The book is a thorough in-

structor, and as such has become very popular. An important feature of the book is the concise manner  
in which it deals with the work. The folded sheet and the imposed form are placed side by side in every  
instance, and directions are given for "making" the margins. Pages of unequal size in the form are  
fully dealt with, as also all other matters in connection with the work. This book should be in the  
hands of every printer, and no apprentice can afford to be without it.

THE INLAND PRINTER COMPANY,

Price, leather, \$1.00.

Sent postpaid on receipt of price.

6-8

212-214 Monroe Street, CHICAGO.

150 Nassau Street, NEW YORK.

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# A Few Type-High Numbering Machine DONT'S

**DON'T** delay equipping your plant with **NEW MODEL No. 27.** They **make money** for others and would for you.

**DON'T** fail to remember that they are the **only absolutely accurate** machines which can be locked in a form.

**DON'T** lose sight of the fact that they are filling practically the **entire present demand** for type-high machines.

**DON'T** neglect to **see** this **new model** and note the **improvements** before placing an order.

**DON'T** have any doubt that it represents the **highest attainment** in the art of Numbering Machine Invention, Design and Construction.

**DON'T** forget that it **only** is made with a **forged steel plunger geared direct** to the pawl swing — **no intervening pins, screws or levers.**

**DON'T** be unappreciative of the **quick cleansing** feature by which they are taken apart, washed and reassembled in **one minute** without removing a screw.

**DON'T** be **misled** by statements of imitators' advertising lists of purchasers and testimonial letters (referring to **old style machines**) dating back from **5 to 15 years.**

**DON'T** buy inferior devices when you can have the **best in the world** at the **lowest price** ever made for thoroughly **first-class** construction — fully guaranteed.

**DON'T** wait, but send **at once** to your dealer, or to us, for our latest circular and prices, which are **always lowest**—quality considered.

## THE MACHINE:



MODEL No. 27 — Size, 1½ x 1½ in.

## MODEL No. 27

is the recognized **Standard of the World** and is **carried in stock** by The American Type Founders Co. and branches, Barnhart Bros. & Spindler and branches, Golding & Co. and branches, and by representative dealers everywhere.  
**INSTANT SHIPMENTS—NO DELAYS**

## THE PRICE:

\$14—10% 10 Days

**\$12<sup>60</sup>** Net

## THE FIGURES:

**No 12345**  
(Facsimile Impression)

# THE BATES MACHINE COMPANY

General Offices — 346 Broadway, NEW YORK, U. S. A.

Branches { Manchester  
              { Paris

Factory { 706, 708, 710 Jamaica Avenue,  
           { BROOKLYN, N. Y., U. S. A.

Agency { Printing Machinery Co., Ltd.  
           { 15 Tudor St., London.

# Automatic Clamp Brown & Carver Cutters

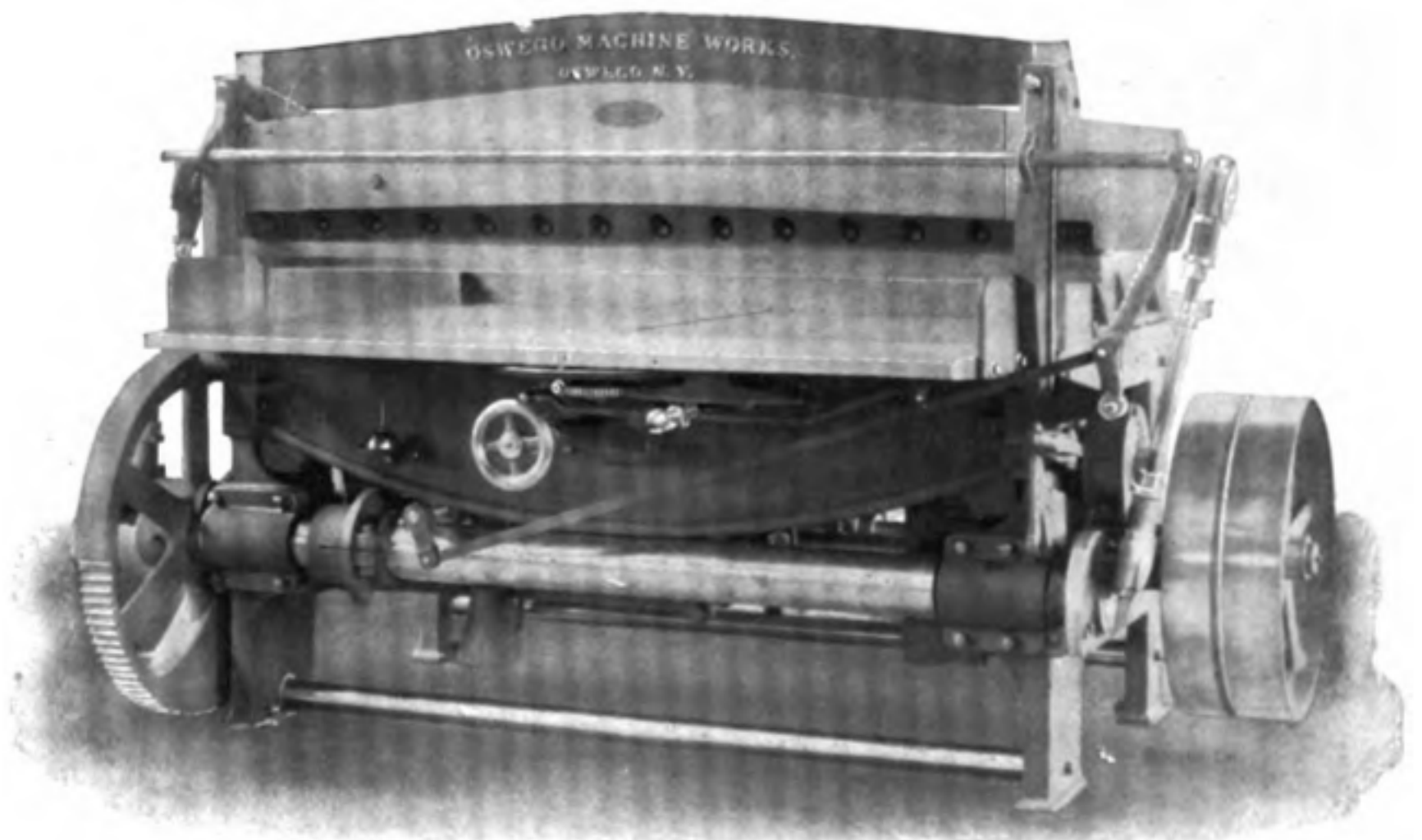
ARE  
**FAST, ACCURATE  
EASILY OPERATED  
LABOR SAVERS**

Equipped with Electric Motors  
they are economical of  
floor space.



ASK ABOUT THEM

**OSWEGO MACHINE WORKS**  
**OSWEGO, NEW YORK**



## SELLING AGENTS

VAN ALLENS & BOUGHTON, . . . . . 17 to 23 Rose Street, New York.  
C. R. CARVER, . . . . . 25 North Seventh Street, Philadelphia, Pa.  
THOS. E. KENNEDY & CO., . . . . . 414 East Pearl Street, Cincinnati, Ohio.  
MILLER & RICHARD, . . . . . 7 Jordan Street, Toronto, Can.  
AMERICAN TYPE FOUNDERS CO., . . . . . 405 Sansome Street, San Francisco.

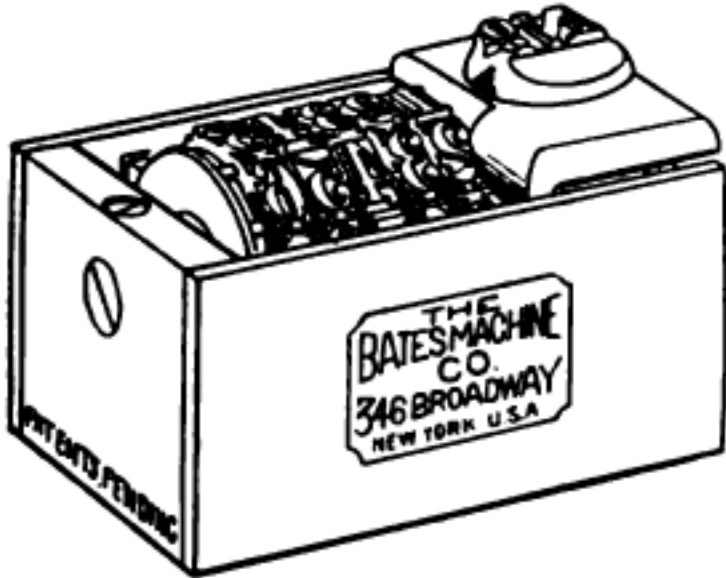
## STORES

CHICAGO—319 Dearborn Street, . . . . . J. M. IVES, Manager.  
LONDON, ENG.—23 Goswell Road, . . . . . ANDREW & SUTER, Agents.



# "MODEL No. 27"

THE ONLY  
*Absolutely Reliable*  
TYPE-HIGH  
NUMBERING MACHINE



Size, 1½ x 11 in.

**No 12345**  
(Fac simile impression)

\$14—10% 10 Days.

**\$12.60**  
**Net**

The unexampled success of this remarkable machine has attracted the attention of the entire trade—and **why?**

**BECAUSE** it is without an equal in design, construction and finish.

**BECAUSE** it only possesses a forged steel plunger geared direct to the pawl-swing without either screws or pins.

**BECAUSE** it is furnished with steel side plates—instantly removable—indispensable when surrounded by type matter (no screws).

**BECAUSE** the case is of the finest brass—nickel finished—no cheap experimental composition.

**BECAUSE** its parts are uniform in size and therefore interchangeable, insuring a perfect "lock-up."

**BECAUSE** the price brings it within the reach of every printer.

**BECAUSE** printers everywhere use and recommend it.

The recognized Standard of the World

CARRIED IN STOCK BY

The American Type Founders Co. & Branches  
Barnhart Bros. & Spindler and Branches  
Golding & Co. and Branches

And by REPRESENTATIVE DEALERS EVERYWHERE  
Instant Shipments—No Delays.



SPECIAL Numbering  
Machines of every  
description. Our  
quotations are  
always the lowest—  
quality considered.

## The Bates Machine Company

General Offices, 346 Broadway, NEW YORK, U. S. A.

BRANCHES: MANCHESTER AND PARIS; LONDON; The Machinery Trust, Ltd.  
Factory, 706-710 Jamaica Avenue, Brooklyn, New York, U. S. A.

Automatic  
Clamp

# Brown & Carver Cutters

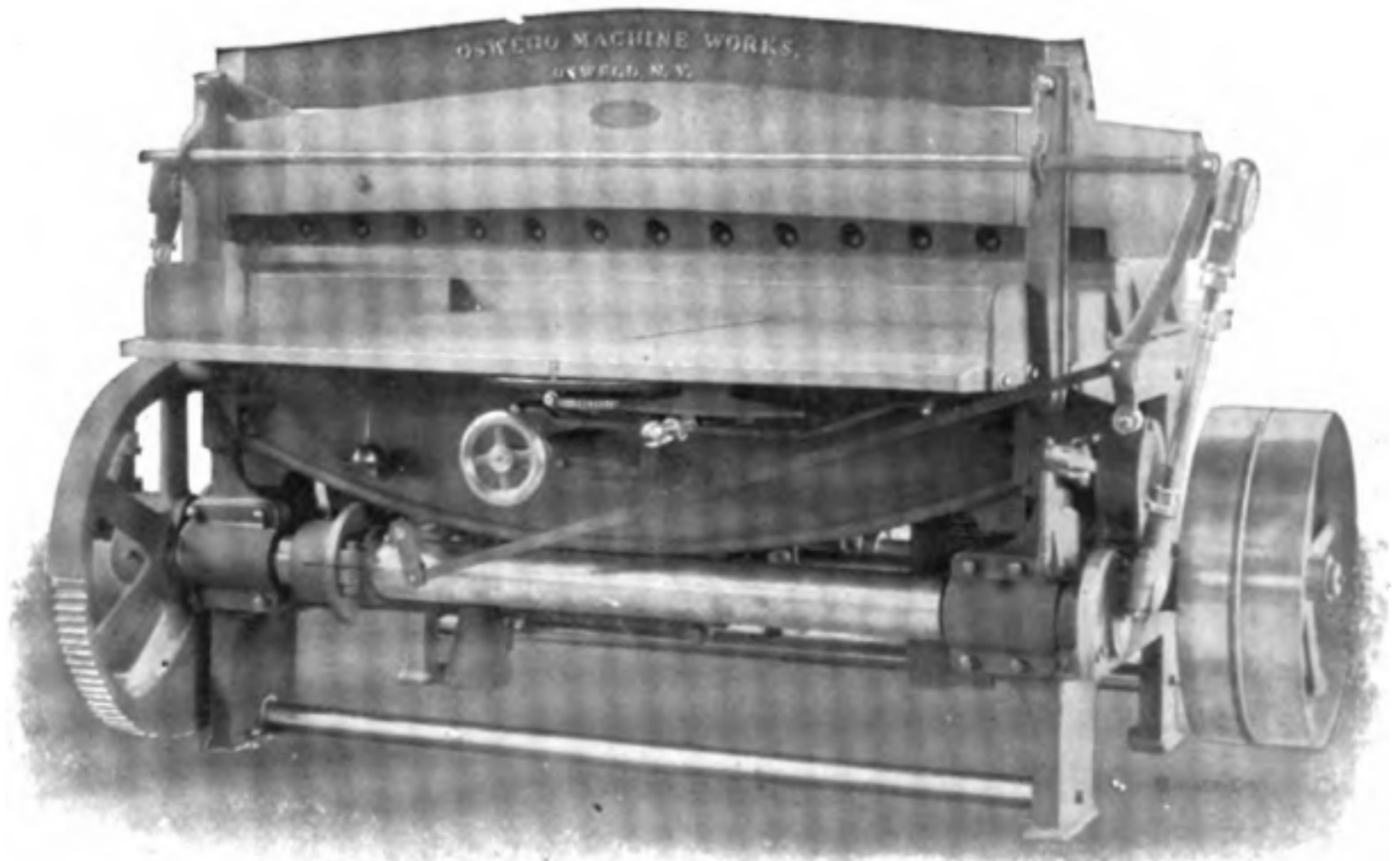
ARE  
FAST, ACCURATE  
EASILY OPERATED  
LABOR SAVERS

Equipped with Electric Motors  
they are economical of  
floor space.



ASK ABOUT THEM

**OSWEGO MACHINE WORKS**  
**OSWEGO, NEW YORK**



### SELLING AGENTS

VAN ALLENS & BOUGHTON, . . . . . 17 to 23 Rose Street, New York.  
C. R. CARVER, . . . . . 25 North Seventh Street, Philadelphia, Pa.  
THOS. E. KENNEDY & CO., . . . . . 414 East Pearl Street, Cincinnati, Ohio.  
MILLER & RICHARD, . . . . . 7 Jordan Street, Toronto, Can.  
AMERICAN TYPE FOUNDERS CO., . . . . . 405 Sansome Street, San Francisco.

### STORES

CHICAGO—319 Dearborn Street, . . . . . J. M. IVES, Manager.  
LONDON, ENG.—23 Goswell Road, . . . . . ANDREW & SUTER, Agents.

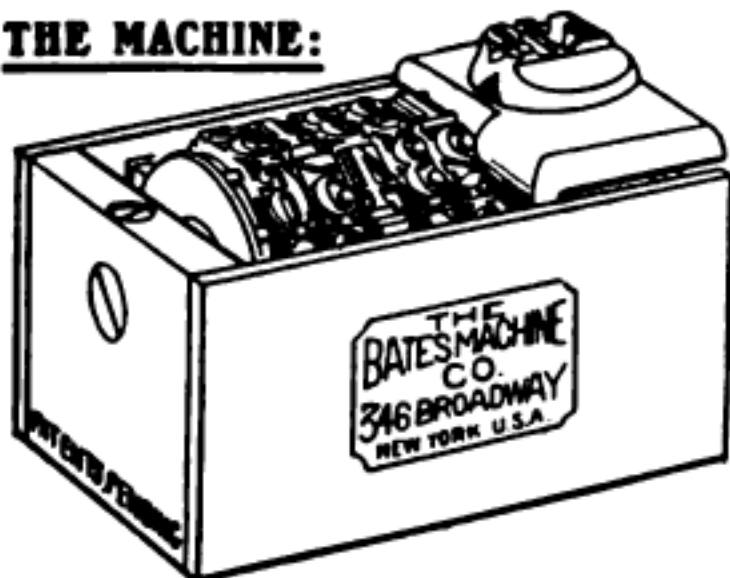


**The Greatest Money-Maker Ever Offered to the Trade!**

# MODEL No. 27

**The Only Absolutely Reliable Type-High Numbering Machine.**

**THE MACHINE:**



**THE FIGURES:**

**No 12345**  
(Fac-simile Impression)

**THE SIZE:**

$1\frac{1}{2} \times 1\frac{15}{16}$  Inches

**THE PRICE:**

**\$12<sup>60</sup>**  
*Net*

STEEL FIGURES  
ENTIRELY AUTOMATIC

**FULLY GUARANTEED**

BUILT TO WEAR  
PERFECTLY ACCURATE

**INSTANT SHIPMENTS---NO DELAYS.**

ALWAYS IN STOCK

{ At American Type Founders Co's Branches,  
Barnhart Bros. & Spindler's Branches,  
Golding & Co's Branches,  
Representative Dealers Everywhere.

We Excel in Designing  
Special Numbering Machines  
For Specialty Printers.

## THE BATES MACHINE COMPANY

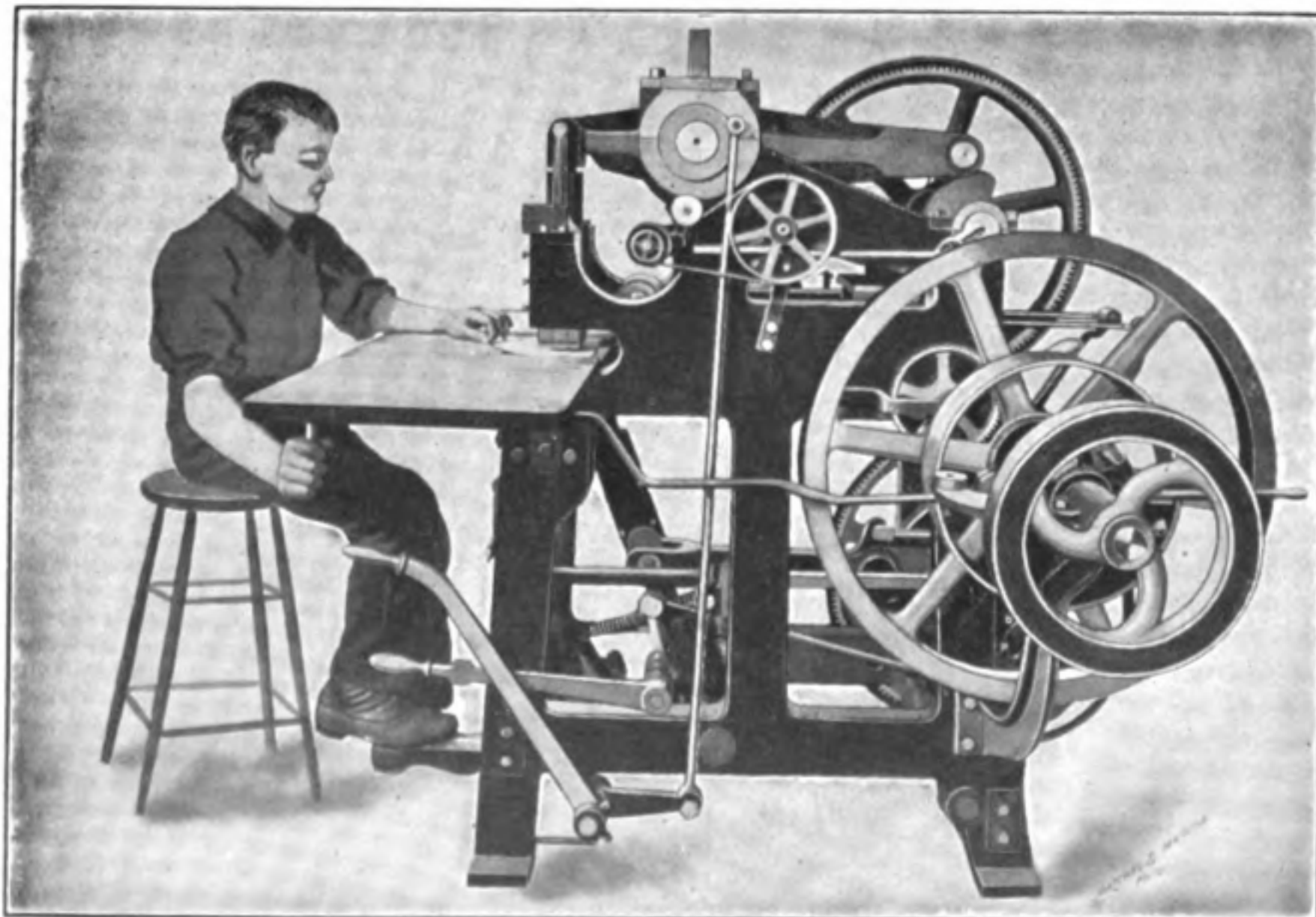
General Offices—346 Broadway, NEW YORK, U. S. A.

Branches—MANCHESTER and PARIS; LONDON—The Machinery Trust, Ltd.

Factory—706-708-710 Jamaica Avenue, BROOKLYN, N. Y., U. S. A.

## THE "VICTOR" STEEL DIE POWER EMBOSSING AND PRINTING PRESS

**THE ONLY ENTIRELY SATISFACTORY PRESS OF ITS KIND IN THE MARKET TODAY**



### POINTS

Simple in construction.  
Easy to operate.  
Strength where it is required.  
Will emboss and print from  
1,000 to 2,000 per hour.  
Will turn out perfect work.

WRITE FOR SAMPLES AND  
FULL INFORMATION.

**THE VICTOR.**

Size of Die, 3 x 5 inches.  
Weight, 2,500 pounds.  
Over all dimensions, 3 ft. 11 in. x 5 ft.

**The Fullard Manufacturing Co., Inc.**  
624 and 626 Filbert Street, PHILADELPHIA, PA.



simple reason that the acquaintance had not endured long enough to expose the four-flush. This humbug has his counterpart in medicine, law and in the ministry, and ordinary business callings. As a salesman he is full of theories of salesmanship, but they never bear fruit. The house that employs him at a salary of \$900 to \$1,200 instead of the \$5,000 he talks so glibly about, will find that although he makes two or three good plays, his year's work has little profit for the house, and that he would be less and less useful over the same territory, for the better he is known the worse for his employer. His ability is all on the surface and consists principally of what he learns from others, for he will generally be found to have the ability to adapt a portion of the ideas of others to complete his own front; there is nothing back of the front but arrant egotism and insufferable vanity, and these are likely to be mingled with even worse qualities. He soon receives and deserves the contempt of his acquaintances, and his four-flush is surely called in time. Only those who do not know him well labor under the mistaken impression that he is an expert salesman.

"His manner of work is by partial truths, detached from their actual associations and made to do duty in misrepresentation by which he hopes to close the sale. If he is called to account, there is the fragment of truth for him to hold up, and he has some skill in side-stepping, and trusts to this to avoid being cornered. His object is to get a signed order, not to make a legitimate sale on business principles. He is everlastingly butting in to the sales manager with schemes which he figures out beautifully on paper. He is a great chap to talk about hustling and action, and he is frantic to have a lot of expense incurred for printing and other things, but the schemes never work out, and the sales manager has had his experience.

"Strange as it may seem, this humbug is rarely discharged. His nature leads him to try something else, and he often contrives to get a good letter from his manager, for the reason that the latter is so pleased with the outcome that he will do almost anything. It is the same way at the next place, and so on until the end of the chapter. While he is drawing money from one employer he is wilfully spending his time negotiating with the next."

### The Tool Room.

BY H. L. HALL.

**W**HETHER the tool room be small or large, it is important that its stock should be safeguarded against loss, theft and damage. Though only a few hundred dollars' worth of tools are carried it is still important, both because of their value and of the time lost in hunting for a tool which has not been properly returned to its place. A workman at 35 cents an hour can waste enough time while looking for needed tools to again and again pay the cost of properly caring for the plant's entire stock of tools. First, a proper store room must be provided for them, to be in charge of some one person. A bright boy can take charge with entire success. In case the stock is small enough to allow of some leisure, other duties can be added to occupy his time,

# BATES

## AUTOMATIC HAND NUMBERING MACHINE

A numbering machine that is always ready to do its best work is a great comfort to the busy man. A BATES MACHINE—if it's a genuine Bates—is therefor the one you want, if you want any.



It needs a catalogue to tell of its merits. Write us for Booklet No. 3.

### BATES MANUFACTURING CO.

83 Chambers Street  
NEW YORK

204 Wabash Avenue  
CHICAGO

— ALSO FOR SALE BY —

**The Book-Keeper Publishing Co., Ltd.**  
DETROIT • • • • • MICHIGAN



The whole intention of the suggestion plan is not to have the heads of departments, officers of the company, or any official whose work is a part of the superintendence to enter into these contests at all. They are being "paid" to have ideas, and to make suggestions. The workmen in the factory, or employees who have only certain lines of work to perform, are those who are not "paid to think," as the cant phrase has it. Theoretically, of course, all employees are paid to think. Practically, they do not do it, so there is no use of resting on the proposition that they should do it. There is no way to make them do it. If you try to make them do it, it leads to endless friction and constant changing in the working force. The human nature side of the case, however, lies in the fact that if you hang up a small prize, and are generous in the distribution of these prizes, you will have every opportunity to make the brains of all your employees work for the benefit of the business. You will be surprised to note how many little suggestions are given by the workman who would otherwise say, "It is none of my business, if they choose to do the piece of work this way, or make a piece of machinery that way, or try to make this machine do certain work in this fashion, let them go ahead. I do not get paid for giving them my ideas."

In your case I would strongly advise special prizes on suggestions that will effect the making or the working of any of your product. You can afford to be generous in the distributing of these prizes.

You can afford to give a man a reasonable amount as a stated sum for every little suggestion he makes. Then at the end of the year, or at the end of the six months' period, hang up larger prizes, so that a man may feel that he is always going to be paid for a suggestion if adopted, anyhow, and that he runs a chance of making "real money" if the suggestion proves unusually effective.

I am inclosing to you herewith what we call our order sheet. In the working of the business here we make a practice of having all the orders between departments written out. We find it a great deal better than using blanks with a lot of printed matter in the way of forms that have so many exceptions that no one form is of any great benefit, that it is best to have these orders written out on these forms from the heads of different departments, and a copy is taken in the office where the order originates, and then an additional copy taken for such other departments as may be interested in the execution of the order. This applies not only to goods, but to interdepartment work, and I find that it has resulted in a great deal better feeling among department men, and that it prevents the constant bickering and recriminations of misunderstood orders, and the reply of "You never told me anything about it."

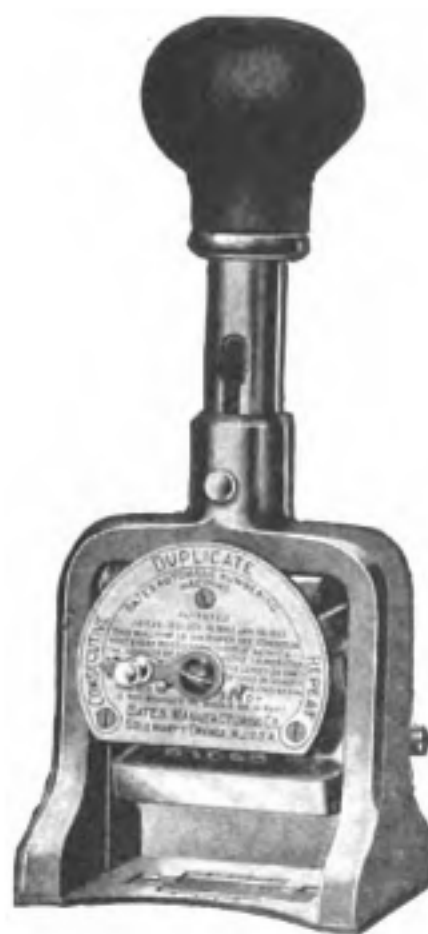
This is a part of the Suggestion System, for the reason that the suggestions should be transmitted in writing to the heads of the departments.

I have not attempted to set this down in logical order, as I have developed it as I thought of it.

I am very glad that the articles by Mr. Shuey in the magazine have interested you, and I trust that the foregoing suggestions may prove of practical benefit. Personally, the writer feels so much interested in the proposition that he would be willing to give any further explanation possible to give you an opportunity of working out the Suggestion System towards logical benefit.

E. ST. ELMO LEWIS.

COMMENT: In answer to your letter of the 5th, will say that the writer did receive your favor of Nov. 22d, in which you went into detail regarding the information which he requested of you. While we have not had time to answer your letter prior to this date, we want to assure you at this time that we appreciate the full and complete manner in which you handled the subject for our information. I also wish to inform you that our directors have been pleased to consider very favorably the matter of giving prizes for worthy



One-half actual size.

# BATES

## AUTOMATIC HAND NUMBERING MACHINE

Hand numbering machines are now regarded as one of the essentials of business life. Equally essential is a numbering machine that will always do good work; one that possesses durability and that requires the least attention in its successful operation. Such a machine is the Bates.

Its workmanship is of the highest grade; all wearing parts are made of steel; the working parts are entirely enclosed and they work noiselessly; its action is entirely automatic; its work is absolutely accurate.

Made at the Edison factories, Orange, N. J., and bears the Edison guarantee for quality. Send for catalogue No. 5.

### BATES MANUFACTURING CO.

FACTORY, ORANGE, N. J.  
83 Chambers Street NEW YORK 304 Wabash Avenue CHICAGO

ALSO FOR SALE BY

The Book-Keeper Publishing Co., Ltd.

DETROIT, MICHIGAN

OHIO UNIVERSITY  
LIBRARY

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MODEL No. 49

# Automatic Numbering Machine

PRICE, FIVE DOLLARS

(ACTUAL SIZE)

OPERATES  
CONSECUTIVELY,  
DUPLICATES  
AND  
REPEATS

BEAUTIFULLY  
FINISHED

SELLS AT SIGHT

CAPACITY  
1 to 999,999  
AUTOMATICALLY

THE ONLY  
HIGH-GRADE  
LOW-PRICED  
MACHINE

ABSOLUTELY  
ACCURATE

FULLY  
GUARANTEED



123456

PAC SIMILE IMPRESSION

We are the largest producers of numbering and dating machines in the world

50 NEW MODELS \$5. to \$500.

DATING ONLY—DATING WITH DIE—  
DATING AND NUMBERING WITH DIE—  
PRICE MARKING MACHINES  
METAL NUMBERING MACHINES

## The Bates Machine Co.

Makers of

High-Grade Numbering and Dating Machines  
Special Machines of every description to order  
Quick Repairs to all Makes

No. 346 BROADWAY, NEW YORK

Branch: 2 Cooper St., Manchester, Eng.

Please mention *The Business Man's Magazine* and *The Book-Keeper* when writing to advertisers.

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all localities through retail stores, can spend his money to the best advantage in the magazines. The rate per thousand is cheaper for the same amount of space, the general demand which he wishes to create is more evenly distributed, and his announcements have longer life. As the business grows and it is found that in certain sections or in large cities, the effect of the advertising has not been felt, the newspapers provide an admirable means of supplementing, localizing the general scheme and producing quick results. In such instances it is wise, if possible, to use the same style of copy that has appeared in the magazines, shortening the argument to terse sentences and substituting zincs for half tone illustrations.

The newspaper on the other hand may be used to best advantage where the output and sale is confined to a comparatively small area, which may be increased gradually as the business expands.

It is generally conceded that a well-arranged combination of magazine and newspaper advertising for moderate and large-sized appropriations is the best scheme for the article in general demand.

Street cars and bill boards are strictly local propositions and should be considered wherever local advertising is contemplated. Many successful ventures are made into the advertising field through these channels. They are better suited to picture advertising than argumentative. The ad must be taken in at a glance, therefore the trade-mark or copyrighted illustration may be shown to good advantage in artistic color schemes.

The cars and boards are most effective in the large cities where nearly everybody goes somewhere, everyday. The magazines are most effective in the smaller towns among the great well-to-do middle class. Magazine advertising accomplishes its aim by a slower process, but is sure. It appeals to the reason. It is, as a rule, more dignified and serious. The other media here discussed have need to be quick and clever to gain an audience. Half the battle is persistence, having once selected the plan. The other half, following up the results and making sales.

**PATENTS** Promptly Secured.  
Highest references from prominent manufacturers. Write for Inventor's Hand Book  
Shepherd & Parker, 992 G St., Wash., D. C.



HOW A BOY DOES  
A MAN'S WORK  
WITH A

# BATES

## HAND NUMBERING MACHINE

THE DELAWARE AND HUDSON CO.

Bates Mfg. Co., New York, N. Y. Scranton, Pa., Jan. 25, '05

GENTLEMEN:—The Bates Hand Numbering Machines in use in our office are giving entire satisfaction.

This department is using six of your machines with which about 100,000 numbers are printed each month. As these numbers run in duplicate from one to fifty thousand, and as absolute accuracy is necessary it would require a large amount of the time of a regular clerk to do the work with a pen. With the Bates machine, a boy can do the work perfectly in a short time.

We consider the Bates Hand Numbering Machine one of our best time and labor economizers.

Yours very truly,

A. L. JONES,

Asst. Auditor Coal Dept. Accounts

The Delaware and Hudson Co.

There are a hundred and one ways in which a Bates Hand Numbering Machine will save time and money in any business. It numbers consecutively, repeats, or duplicates on checks, job tickets, correspondence, card files, orders and vouchers. Used in offices, banks, factories, libraries, drug stores, etc.—wherever money-saving and accuracy-ensuring systems are appreciated. To learn how you can use this machine to advantage, write for booklet No. 5.

## BATES MF'G CO.,

Factory, Orange, N. J.

31 Union Square,  
New York

304 Wabash Ave.  
Chicago



# Saves a Man's Work in the Office

## Bates Hand Numbering Machine



Bates Manufacturing Co., New York, N. Y.

Gentlemen:—The large amount of detail work, necessary in transacting our business of issuing surety bonds, requires the constant use of two Bates Hand Numbering Machines and one of another manufacture.

We are entirely satisfied with the action of the Bates machines, and a discontinuance of their use would necessitate an increase in our office force.

Very truly yours,

L. H. GOTT, Purchasing Agent,  
Title Guaranty and Trust Co., Scranton, Pa.

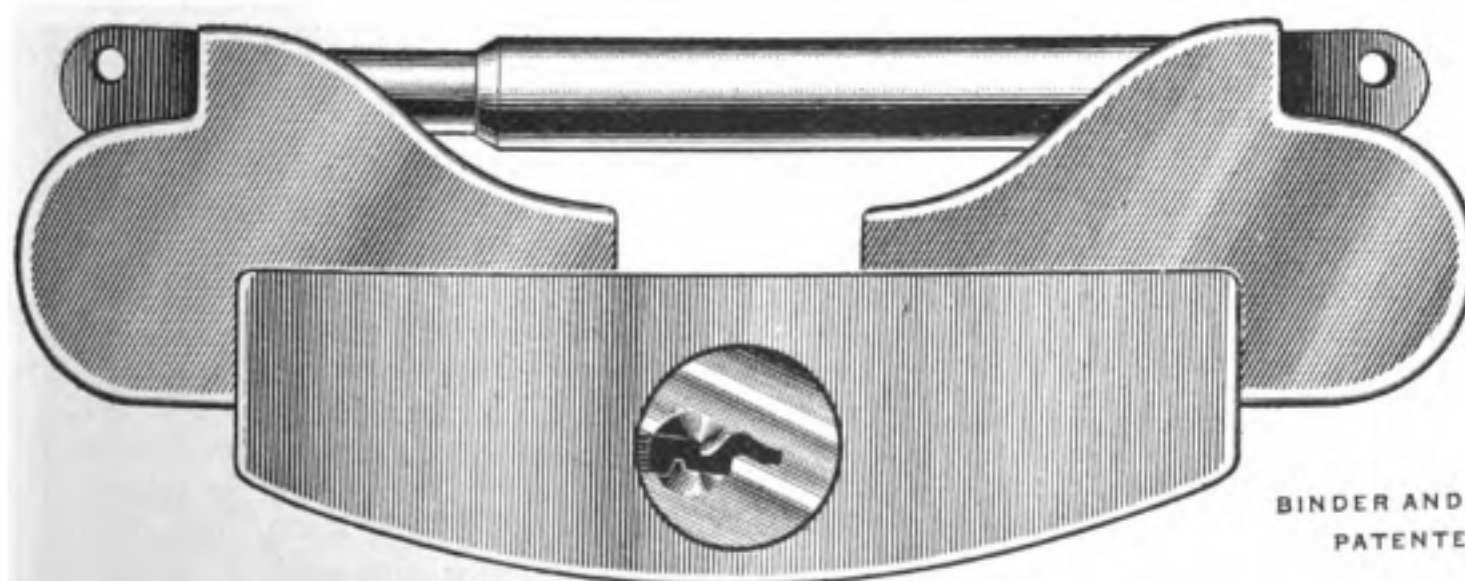
The Bates Hand Numbering Machine is reducing the pay rolls in hundreds of offices, banks, drug stores, factories, etc., etc. Numbers consecutively, in duplicate, or repeats at your pleasure. Is made to last. Write for nearest dealer's name and booklet No. 5 and learn how you can save time and money and ensure accuracy by the use of a Bates Hand Numbering Machine.

**Bates Mfg. Co.,** FACTORY, ORANGE, N. J.  
New York, 31 Union Square  
Chicago, 304 Wabash Ave.



# The Mann Ledger

## INTERCHANGEABLE LEAVES



BINDER AND LOCK  
PATENTED

Bankers who have been deterred from using Loose Leaf Systems from fear that leaves would be manipulated, are now enabled to install a Mann Ledger fitted with a YALE (Paracentric) LOCK, rendering it absolutely proof against manipulation.

Business men can now avail themselves of the many advantages of loose leaf systems without the accompanying fear of manipulated records.

Our outfits surpass all others. Our binders have no equals. Our leaves are made on special ledger paper and treated by our "Deprima" process to give a positive flat opening effect. Our holders form a splendid auxiliary to the outfit. Write for Illustrated Catalog.

WE ARE OWNERS AND MANUFACTURERS OF LESLIE BINDERS AND LEAVES

**WILLIAM MANN COMPANY**

BLANK BOOK MAKERS, STATIONERS, PRINTERS AND LITHOGRAPHERS

MANUFACTURERS OF COPYING BOOKS AND PAPERS AND LOOSE LEAF DEVICES

NEW YORK HOUSE, 59-61 MAIDEN LANE

529 MARKET ST., PHILADELPHIA

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# Saves a Man's Work in the Office

## Bates Hand Numbering Machine



Bates Manufacturing Co., New York, N. Y.

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Very truly yours,

L. H. GOTT, Purchasing Agent,  
Title Guaranty and Trust Co., Scranton, Pa.

The Bates Hand Numbering Machine is reducing the pay rolls in hundreds of offices, banks, drug stores, factories, etc., etc. Numbers consecutively; in duplicate, or repeats at your pleasure. Is made to last. Write for nearest dealer's name and booklet No. 24 and learn how you can save time and money and ensure accuracy by the use of a Bates Hand Numbering Machine.

**Bates Mfg. Co.,**

FACTORY, ORANGE, N. J.  
New York, 31 Union Square  
Chicago, 304 Wabash Ave.



**3 STYLES** *Thexton* **3 PRICES**  
**Envelope Sealing Machines**  
(ON APPROVAL)  
CAPACITY 3000 TO 8000 PER HOUR

THOUSANDS IN USE—PRICES \$15 \$35 \$50  
**Acorn Brass Mfg. Company**  
CHICAGO.

### DICKERMAN'S DURABLE DESK No. 7785



DELIVERED  
EAST of the  
MISSISSIPPI

**\$22.22**

Send for Catalogue

No. 751

This desk, 60 in. long,  
31 in. deep, 50 in. high,  
RICH GOLDEN OAK  
heavy base, raised panel  
ends, centre drawers,  
oak front file boxes, ex-  
tension slides, pen rests,  
stamp drawers.

(Established 1868.)

American Desk & Stool Co., Howard & Crosby Sts., N. Y.

## VENUS

(Copying)  
**PENCIL**

IS the BEST  
ever produced  
**BECAUSE ITS LEAD**  
Is Stronger  
Writes Smoother  
and  
Wears Longer  
Than any other ever made  
And in Addition  
**COPIES BETTER THAN INK**

**FOR GENERAL USE**  
Excellent for letter writing,  
billing, manifold, and  
all cases where INDEL-  
IBLE writing might be of  
value.

65 Cents per doz. Postpaid  
If not at Dealers

**ASSORTED SAMPLES  
OF PENCILS** send post-  
paid for 10c, 25c or 50c.

**AMERICAN LEAD PENCIL CO.**  
70 E. Washington Sq., New York  
12 Farrington Ave., LONDON, E.C.

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# Numerical Systems

## SAVE MONEY

The use of numbers will simplify your records and make them absolutely accurate. You ought to number every order and keep a numbered carbon duplicate. You should have a numbered folder for every regular correspondent. Every cost ticket, statement, check, etc., should have a number. A Bates Numbering Machine will do all this work in half the time and at half the expense required by any other method.

### The Bates Numbering Machine

saves enough in a few months to pay for itself. With it a boy can do twice as much numbering work as a skilled penman—and do it better. Automatic; cannot make mistakes. Perfect work: self-inking. Numbers consecutively, duplicates or repeats at will.

New York Office:  
31 Union Sq.

### The Bates Numbering Machine

is simple and strong; working parts of hardened steel. Lasts a lifetime. If your dealer cannot supply you, write us. Do not accept a cheap substitute. Booklet No. 24, telling how the Bates will save time and money for you, sent free.

Bates Mfg. Co.  
Orange, N. J.



# The SUN Soldering Stick

## On Free Trial

We will send you one dozen Sun Soldering Sticks. Use three of them. If you like them—if they prove entirely satisfactory remit us \$1.35 for the dozen and we in return will send you three more sticks to replace those already used. If the Sun does not fully come up to your expectations return the nine remaining sticks.

We stand pay not only for the three soldering sticks, but also the express charges both ways. Could we offer you a fairer trial? Must not the Sun Soldering Stick be all—even more than we claim for it. Let this free offer prove the value of the Sun Flux to you. Simply write us on your letterhead and we will express the dozen full sized sticks to you at once. There is only one soldering stick better than the SUN—that is our famous ALLEN. The difference in the quality of the two is trifling. The method of manufacturing the SUN stick is cheaper, the package is less pretentious, but the quality of the ingredients varies but little. Everything you demand of a soldering flux will be found in the highest form in the SUN Soldering Stick. It will not corrode. Officially endorsed by the National Board of Electrical Underwriters. Contains no acid. Always ready for use. Good to the last particle. Gets in under the rust and dirt. No scraping of metal necessary. Affords none of the inconvenience arising from use of rosin, salamoniac and muriatic acid. We guarantee it to your satisfaction. Our free offer will test our guarantee.

Write us to-day.  
L. B. ALLEN & CO., Inc.  
1326 Columbia Ave.,  
CHICAGO



After Shaving  
use

## MENNEN'S BORATED TALCUM TOILET POWDER



and insist that your barber use it also. It is Antiseptic, and will prevent any of the skin diseases often contracted.

A positive relief for Prickly Heat, Chafing and Sunburn, and all afflictions of the skin. Removes all odor of perspiration

Get Mennen's—the original. Sold everywhere, or mailed for 25 cents. Sample free.

GERHARD MENNEN CO., Newark, N. J.



## New England Budget.

**B**OSTON, Mass., July 25.—The vacation season is still at its height, while business is moving along as usual at this time of the year, with nothing of importance happening in trade circles during the past week. The annual shut-down at Holyoke, Mass., will occur Wednesday morning, when the water will be drawn from the canals to allow the mills to make necessary repairs. It will continue until Monday morning. Employees of the mills will enjoy the brief vacation in divers ways. There will be general repairs in all of the mills, but no additions of any kind.

"Willie" Steele, representing the Sanford Manufacturing Company, of Chicago, paid his respects to the Boston trade during the past week.

Carleton Keyes, formerly of Thorp & Martin Co., is to re-enter the stationery field with a new and complete stock of goods, at 15 Milk Street. Associated with him will be Alfred W. Herrick, for the past three years at 111 Arch Street, and formerly of Hobbs & Warren Co. Neither of the above parties need any introduction to the readers of these columns, as they have been connected with the stationery business in this city for many years. We wish them many more years of continued success.

Harry Whitecomb, manager of the Whitecomb Envelope Company Division of the United States Envelope Company, of Worcester, Mass., was seen in trade circles to-day.

E. S. Lyon, manager of the New York office of the Samuel Ward Company, is visiting the home office this week.

John D. Lamond, of the Samuel Ward Company, is away on his vacation.

M. F. Montague, manager of sales of the Standard Paper Manufacturing Company, Richmond, Va., is in town this week, filling the wants of the trade in his line.

E. L. Houghtaling, representing the New York Consolidated Card Company, was here last week booking orders.

James M. Brown, with George F. Brown, manufacturer of fine stationery and holiday novelties, of New York, is in town this week calling on the local trade.

Samuel Ward, president of the Samuel Ward Company, starts next Monday on his annual vacation.

Mr. Klein, representing the American Playing Card Company, is a trade visitor this week.

Angus Cameron, treasurer of the Millers Falls Paper Company, of Millers Falls, Mass., called on the Boston trade last week.

The E. F. Worcester Press, of Hudson, Mass., with Boston office formerly at 220 Devonshire Street, have moved to 15 Milk Street, with Keyes, the Stationer. W. F. G.

### Office Specialties.

**T**HE American News Company carries in its stationery department a large line of office specialties, including copying presses, binding devices, files, etc. We show herewith cuts of their Amneco Arch File and their Amneco Binding Cases, which are among their own exclusive spe-



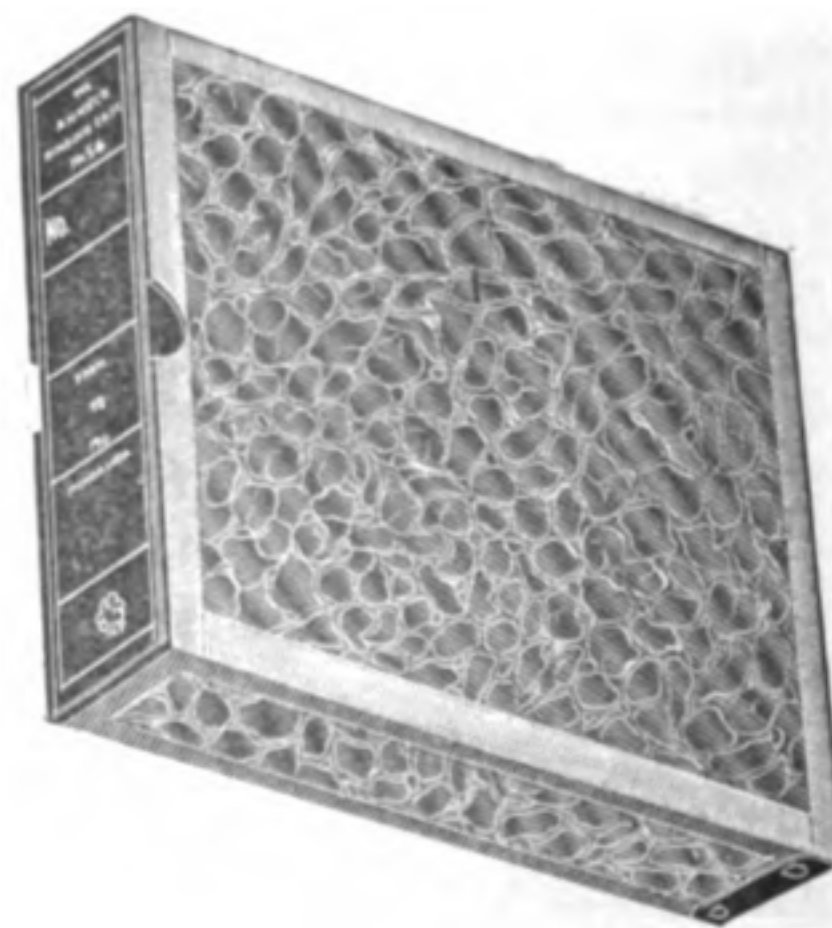
E STYLE.



A STYLE.

cialties. The E style consists of board and arch only, while the A style has index, perforator and compressor also. They come in note, letter and invoice sizes.

The word AMNECO, which has been formed from the first two letters of the words American News Company, is



a distinctive title adopted by the company for their own specialties, and is put only on sterling goods.

Stationers who have not yet received it should send for the new twenty-second edition of the company's catalogue.

The Parlor Shuffle Board and Ten Pin game combined is one of the new things which has just been shown, and it is a game which should prove very popular. The board is about two feet long, and there are ten very small pins and a number of wooden balls, which are to be rolled down the alley. There are also tiny discs that can be slid down just as in the regular shuffle board, thus making a combination game.

F. J. Andres is opening a stock of stationery and drugs at Palouse, Wash.



## Model No. 50. Price \$15.00 with Indicator. Automatic Numbering Machine.

Made entirely of Steel. Blued Steel Frame. Deeply Cut Figures, hand trimmed. New Indicator Device. The Simplest and Best ever placed on the market. Operates Consecutively. Duplicates, Repeats. Capacity 1 to 999,999 automatically. Absolutely Accurate. Fully Guaranteed.

## The Bates Machine Co.

MAKERS OF

NUMBERING AND DATING MACHINES

Fifty Different Models.

Catalogues upon Request

123456

FAC SIMILE IMPRESSION

Model No. 50,  
with Indicator.

346 Broadway, New York, U.S.A.

63 Chancery Lane, London, Eng.

Dealers Wanted Everywhere.

315 Dearborn St., Chicago, Ill., U.S.A.

2 Cooper St., Manchester, Eng.

Correspondence Solicited.





## Perfect Your Numerical Systems

Every business can profitably use numerical systems in connection with checks, bills, bonds, prescriptions, order slips, cost tickets, etc. To effect economy, insure entries and prevent confusions the numbers must be legible and absolutely accurate. The way to cover all these points is to use a

## Bates Automatic Hand Numbering Machine

The office boy can work it as easily as a skilled clerk. The operator merely depresses the knob. The machine does the rest—inks the steel type, makes the impression, moves ahead one number. Prints direct from the type, not through a gummy ribbon. Is the only numbering machine with a dial adjustment, enabling you to print consecutive numbers, duplicate or repeat the same number indefinitely, at your pleasure. Write for booklet, stating the nature of your business, and we will tell you how you can save time and money with a Bates Numbering Machine.

**Bates  
Mfg.  
Co.**

**Factory,  
Orange,  
N. J.**

**New  
York,  
31 Union Square.**

**Chicago, 304 Wabash Ave.**

## The Mechanical Accountant



**Saves  
TIME  
AND  
LABOR**

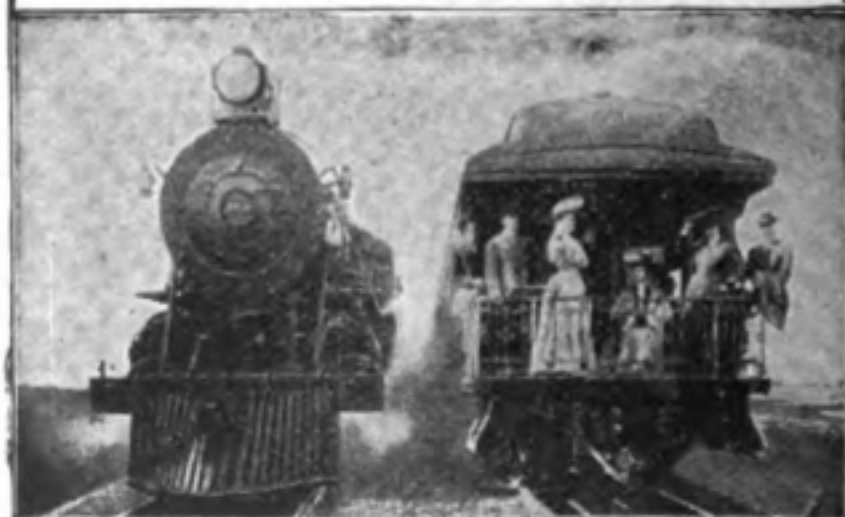
If you or your clerks are using a "blind" computing machine — 50% of your time is being lost in proving and checking the work. **The Mechanical Accountant**, the *visible results computing* machine, is the only computing machine that performs *self-proving addition*. The upper set of dials automatically registers each item as it is used.

WRITE for FREE TRIAL OFFER AND CIRCULAR "S."

**Mechanical Accountant Co.**

10-20 Warren St., Providence, R. I.

**CHICAGO &  
ALTON  
RAILWAY**



**"COMING AND GOING"  
"THE ONLY WAY"**

BETWEEN

**CHICAGO  
ST. LOUIS  
KANSAS CITY  
AND PEORIA**

GEO. J. CHARLTON, Gen. Pass. Agent, Chicago, Ill.



## Perfect Your Numerical Systems

Every business can profitably use numerical systems in connection with checks, bills, bonds, prescriptions, order slips, cost tickets, etc. To effect economy, insure entries and prevent confusions the numbers must be legible and absolutely accurate. The way to cover all these points is to use a

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The office boy can work it as easily as a skilled clerk. The operator merely depresses the knob. The machine does the rest—inks the steel type, makes the impression, moves ahead one number. Prints direct from the type, not through a gummy ribbon. Is the only numbering machine with a dial adjustment, enabling you to print consecutive numbers, duplicate or repeat the same number indefinitely, at your pleasure. Write for booklet, stating the nature of your business, and we will tell you how you can save time and money with a Bates Numbering Machine.

**Bates  
Mfg.  
Co.**

**Factory,  
Orange,  
N. J.**

**New  
York,  
31 Union Square.**

**Chicago, 304 Wabash Ave.**

## The Mechanical Accountant



**Saves  
TIME  
AND  
LABOR**

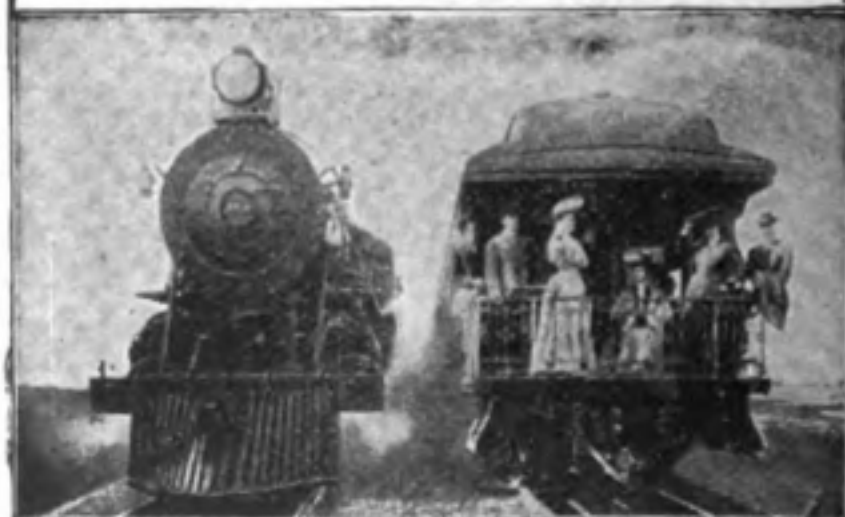
If you or your clerks are using a "blind" computing machine — 50% of your time is being lost in proving and checking the work. **The Mechanical Accountant**, the *visible results computing* machine, is the only computing machine that performs *self-proving addition*. The upper set of dials automatically registers each item as it is used.

WRITE for FREE TRIAL OFFER AND CIRCULAR "S."

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10-20 Warren St., Providence, R. I.

**CHICAGO &  
ALTON  
RAILWAY**



**"COMING AND GOING"  
"THE ONLY WAY"**

BETWEEN

**CHICAGO  
ST. LOUIS  
KANSAS CITY  
AND PEORIA**

GEO. J. CHARLTON, Gen. Pass. Agent, Chicago, Ill.



**President of Bankrupt Toy Concern Sued.**

**S**UIT has been brought by Percy A. Atherton, trustee in bankruptcy of the Eastern Commission and Importing Company, against Henry P. Emerson, of Lynn, who was President, Treasurer and Director of the Company, in the Massachusetts Supreme Court, seeking by an accounting to recover from him sums claimed to be legally and equitably due from him upon certain transactions with the company. About \$40,000 is said to be involved in the suit.

The company was organized in 1902 as the result of a union of five concerns which had been engaged in the toy and novelty business. These were H. P. Emerson & Co., F. R. Smith & Co., Peabody, Whitney & Co., Heyer Bros. and W. S. Carr & Co. The company did business in Kingston and Bedford Streets, Boston, but was petitioned into bankruptcy in March, 1904, and was adjudged a bankrupt about a year later. Its liabilities were about \$90,000 and its assets about \$35,000. Emerson, it is claimed, owned or acquired two-thirds of the stock of the concern, which had issued 1,700 shares altogether, and it is claimed he con-

trolled the action of the Board of Directors by means of a voting trust.

It is claimed that excessive salaries were paid the officers, and that, in violation of the laws of New Jersey under which the corporation was organized, dividends were voted and paid upon stock when the company had not earned them, and that certain property of H. P. Emerson & Co., given in part payment of Emerson stock in the corporation, was turned over at an excessive valuation. Under these transactions the plaintiff claims that Emerson received more from the corporation than he was entitled to receive, and that he should account for what it may be found by the Court to be.

It is further claimed that Emerson personally purchased the accounts of two creditors of the corporation at a discount, shortly before its bankruptcy, and caused the accounts to be paid in full to himself, and also that he caused an assignment or transfer of goods imported by the concern to be made to himself within four months of its bankruptcy, to secure himself for advances or obligations he had made or undertaken for the corporation. Under these transactions he is claimed to have obtained an unfair advantage over the other creditors of the corporation, and should account for them upon the ground that the transactions constituted preferences.

The less some fellows have to do the less they do do.

**Our Big Four. The Coming Pens.**

**The "Nosack" Self-Filling Fountain Pen.**—In all the world no pen like this. Simply draw the cap off and the pen is full. Compared to the watch, this pen is the stem winder; the old styles the key winders. **Price \$2.50.** No inside pumps to leak or break. No rubber sacks to rot, or room for ink to take. No fillers to find, and when found, they are broken. It cleans—it fills—no profane words are spoken.

**Blair's Non-Leakable Fountain Pen.** Screw on the cap and the pen disappears within the holder, insuring it against leakage no matter how it is carried. Unscrew the cap and the pen reappears out of the moist ink ready to write. No inside stems or cork packing. **Prices.** No. 1, lady's size, \$2.00; No. 2, \$2.50.

**The Safe Fountain Pen.** Will not leak on the part held in the fingers, or into the pocket if carried by mistake point down. **Prices.** \$2.00 to \$6.00. Styles plain to pearl and gold mounted.

**Blair's Fountain Pencil.** No air tube. Self adjusting needle. For writing, ruling, manifolding and stenography. With a year's ink supply cartridge free. Holder needs to be filled with water only to produce the best ink. No leads. Point never breaks or needs sharpening. **Prices,** plain, \$1.00; chased, \$1.25; chased and gold mounted, 1.50.

New ink-making cartridges for either of the above pens, except the Self-Filling, in green, blue, violet, or black copying or red ruling, 10c; by mail, 12c. Ordinary ink may also be used. "Around the world and never out of ink."

In certain towns we give exclusive sale for one or the other of these pens. Those ordering first get the choice and the cream of the trade. Be up to date. Why buy back numbers? But if you want such, we make them at low prices, stamped "The King" and "Record." Also with imprints.

**BLAIR'S FOUNTAIN PEN COMPANY,**  
163 Broadway, Suite 124, NEW YORK.

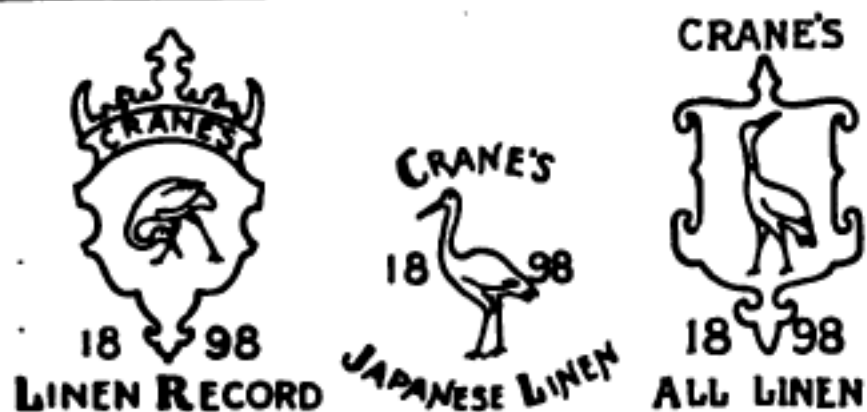
**L. & C. HARDTMUTH,**

**Koh-I-Noor Pencils,**

London, Vienna

and

49 Barclay Street, New York.

**LINEN PAPERS WITH THESE WATERMARKS**

ARE ACKNOWLEDGED TO BE  
OF THE HIGHEST QUALITY.  
SEND FOR SAMPLE BOOK.  
**CRANE BROS., PAPER MAKERS.**  
WESTFIELD, MASS.

Sold by All Stationers and Dealers.



**Hartshorn Rollers Sell on Sight.**

AVOID IMITATIONS.

**Stewart Hartshorn Co.,** Office and Main Factory  
East Newark, N. J.



**123456**

FAC SIMILE IMPRESSION

All the Latest Improvements are Embodied in the

**Model No. 50, with Indicator.**

It is the finest and most accurate instrument of the kind ever produced. It is intended to meet the demand for the best. It does beautiful work, lasts longer and costs less, eventually, than any other numbering machine in the World. A sale insures a satisfied customer and yields the largest profit. It is the latest novelty, and no Stationer can afford to be without a sample. Order now. We have no license-contracts, demand no reports of sales and are not connected in any way with any other concern. Descriptive folders in any quantity with only your imprint, free.

All made with six wheels—no assortment of styles to carry.

**The Bates Machine Co.,**

New York, 346 Broadway.  
London, 63 Chancery Lane.

Chicago, 315 Dearborn Street.  
Manchester, 2 Cooper Street

In answering advertisements, please mention Geyer's.

# Bates Numbering Machine Costs Least

Much of the repairs and poor work, characteristic of cheap numbering machines, is due to their open construction. It does not take much dust or dirt to render them uncertain in their action, and consequently, inaccurate and worthless, until cleaned by a mechanic. This costs money to say nothing of the time lost in rectifying the machine's errors.

This is but one of many points of superiority of a Bates Automatic Numbering Machine, but it is enough to prove that a dollar or two saved in the getting of a cheap machine is paid out, with compound interest, in the keeping. It is cheaper and better to buy the best, the Bates, in the start than to buy it after you get tired repairing a cheap machine. The Bates Machine numbers automatically, consecutively, in duplicate or indefinitely repeats the same number, as desired. This is all controlled by the dial adjustment, found only on this machine. Write for booklet 24.



The Bates Automatic Numbering Machine is different. All working parts, even the number dials, are enclosed in a metal case—dust and dirt proof. This insures cleanliness and accuracy. The element of repairs is not worthy of consideration, as abuse only will break a Bates Machine. You do not use a watch with exposed works. Why a numbering Machine?

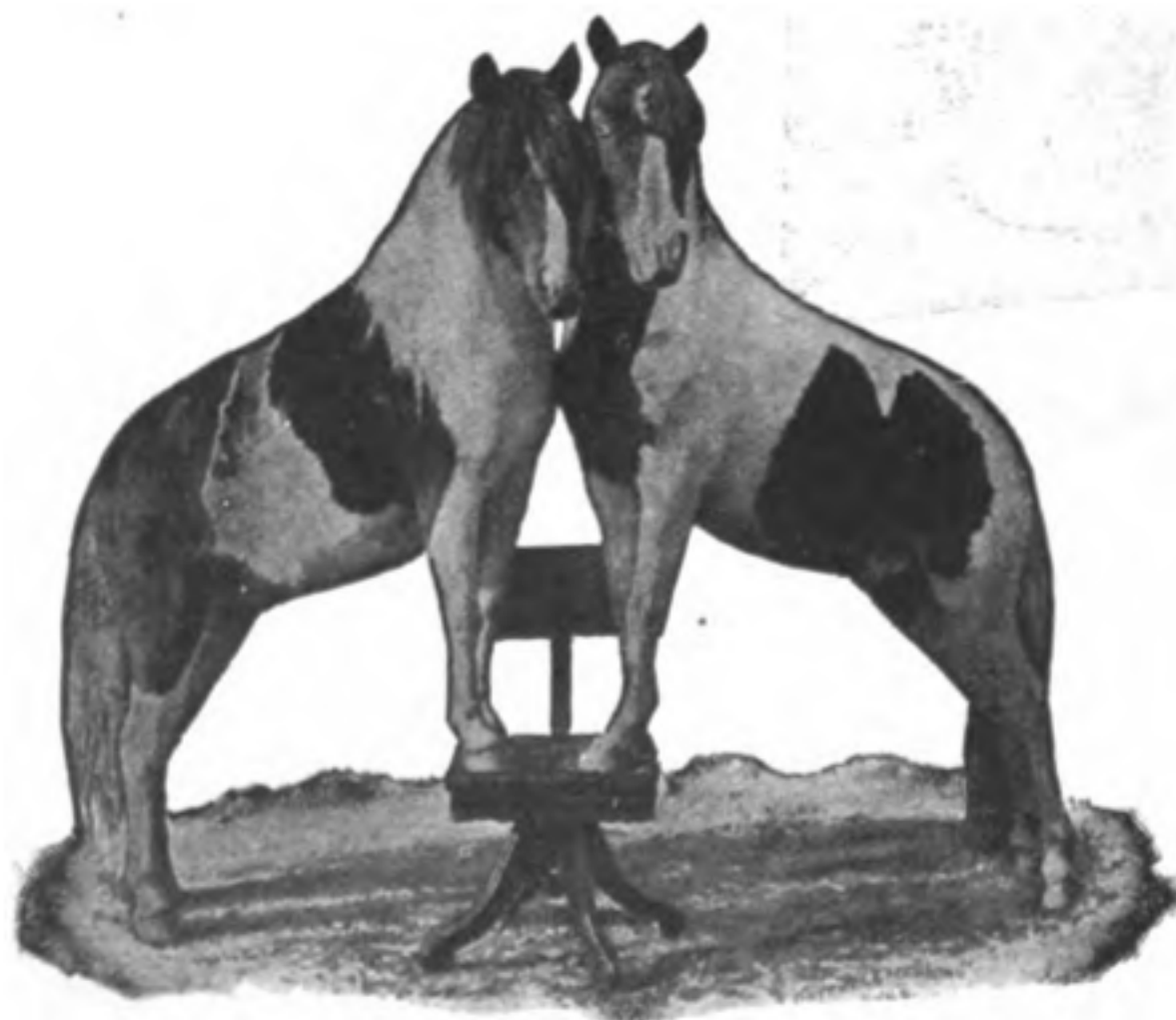
Beware of imitation machines. The Genuine Bates is made only by

## Bates Manufacturing Company

Factory, ORANGE, N. J.

New York,  
31 Union Square.

Chicago,  
304 Wabash Ave.



THIS "TRADE MARK" ON EVERY CHAIR

## THE DAVIS CHAIR CO.

Department A, Marysville, Ohio

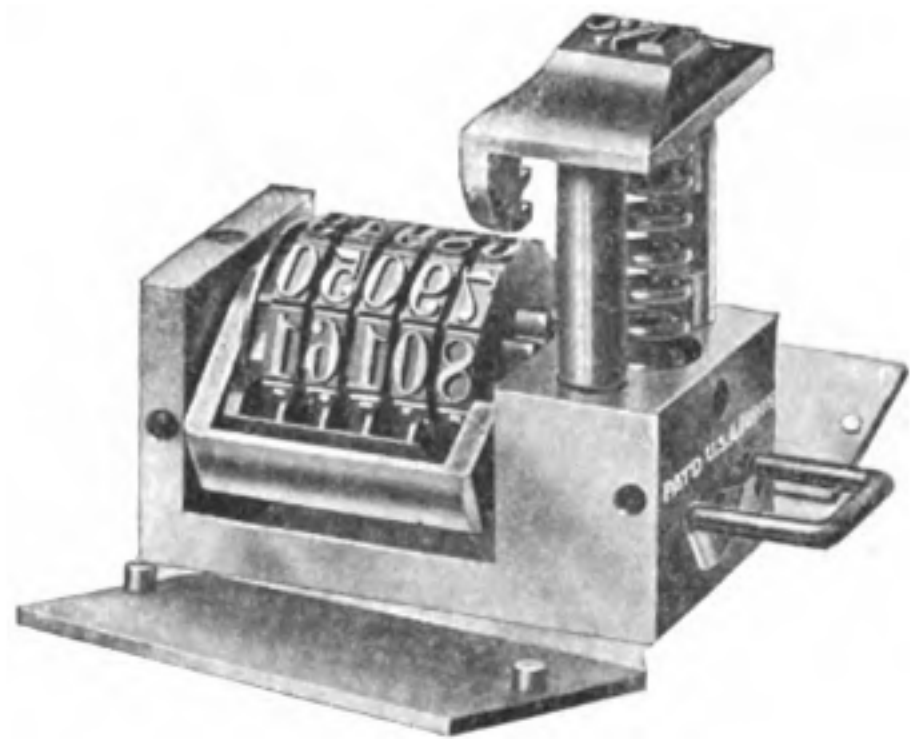
☛ Manufacturers of the McCloud Adjustable Spring Back Office and Typewriter Chairs, the best made. Supports your back every minute just where you need it. Makes your work easier and better. ☛ Send for catalogue.



# Bates Machine Company Numbering Machines

## Model No. 27 for General Job Work

More than 20,000 in use



**No 12345**

FAC SIMILE IMPRESSION  
Size,  $1\frac{1}{2} \times \frac{1}{8}$  inches

View showing parts detached for cleansing

A type-high, automatic Numbering Machine, designed to be locked in the chase with the form, wholly surrounded by type matter or used separately to print number only. Figures are automatically advanced consecutively 1 to 99999. Quickly taken apart for cleansing without removing any screws. Figures are cut on steel wheels. Only the size and style of figures shown under cut are carried in stock, others being made to order at an extra charge. Price of Model 27, each . . . . . **\$14 00**

**Serial Numbering.**—Letters engraved upon extra plungers or steel slides may precede the figures, instead of the prefix "No." Letter wheels are also furnished.

## Model No. 28 for General Job Work

Model No. 28 is the same in every respect as Model No. 27, except that it is made with six instead of five wheels. Capacity, 1 to 999999. Price of Model 28, each . . . . . **\$18 00**

Models Nos. 27 and 28, are carried in stock at all selling houses for immediate delivery.

### Extra Interchangeable Parts for Models No. 27, No. 28 and 29

|   |               |   |               |
|---|---------------|---|---------------|
| Letter Wheels (9 Letters) each . . . . .          | <b>\$2 50</b> | Plungers—Engraved (1 Letter) each . . . . .             | <b>\$1 00</b> |
| Skipping Unit Wheels (2 to 9) each . . . . .      | <b>2 50</b>   | Unengraved or Grooved for Letter Slides, each . . . . . | <b>1 00</b>   |
| Skipping Unit Wheels (Skipping 10) each . . . . . | <b>5 00</b>   | Letter Slides with 1 Letter, each . . . . .             | <b>50</b>     |

Special price on extra Plungers and Letter Slides in lots of 100 each.

**Numbering Backward**—All models are made to number backward (to avoid turning the sheets or reversing them afterward) without extra charge, but they must be specially made to order.

**Special Work**—Machines will be made to repeat any number of times and then advance automatically, or to skip as many numbers as required at each impression. Special numbering mechanism for rotary printing machines of any size or speed. Quotations upon request.



**No 29**

FAC SIMILE IMPRESSION

## Model No. 29 for Numbering Cash Sale Books

Same construction as Model No. 27 but designed to number consecutively from 1 to 50 or from 1 to 100, and upon reaching the limit of its capacity, it automatically changes to 1 and repeats, without re-setting. "0" is usually made to represent 100, thus requiring but two wheels—a serviceable construction which is recommended. Same machines for numbering backward if desired. The most durable machine for this purpose ever produced. Size, 2 Wheels,  $1\frac{1}{8} \times \frac{1}{4}$  inches; 3 Wheels,  $1\frac{1}{2} \times \frac{1}{4}$  inches.

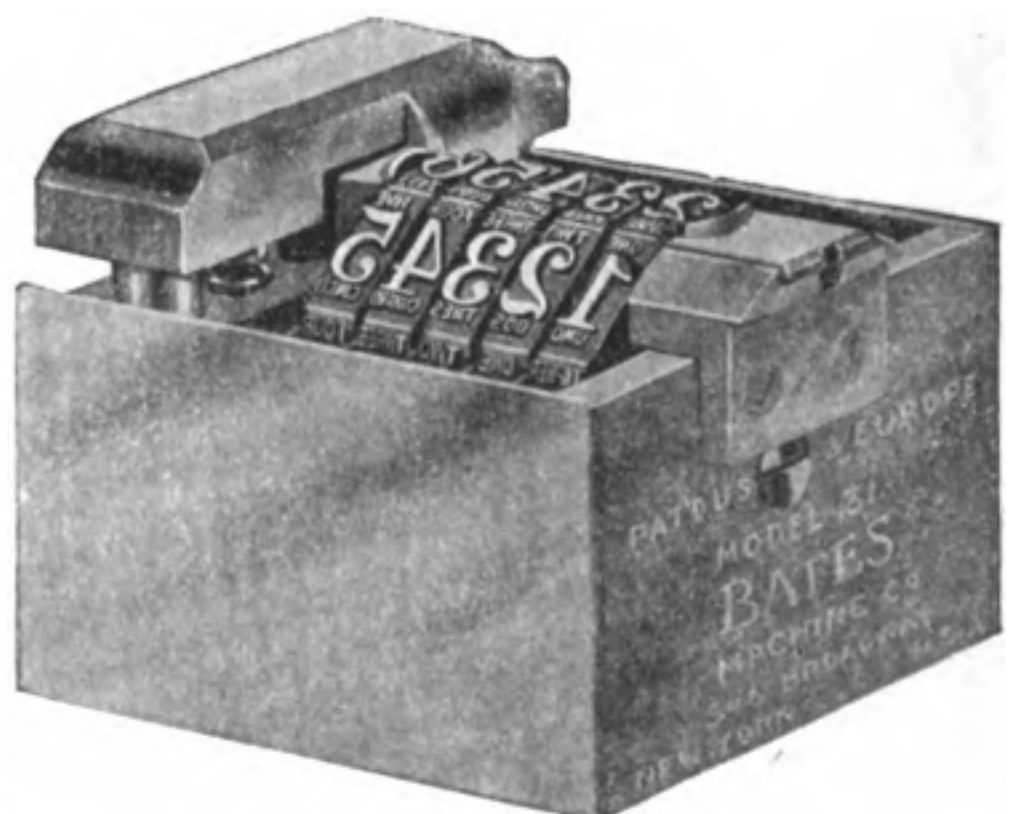
Model No. 29 is also made with figures of Models No. 27 and No. 32 without extra charge. Size,  $1\frac{1}{2} \times \frac{1}{4}$  inches.

|                                  |                |
|----------------------------------|----------------|
| Model No. 29, 2 wheels . . . . . | <b>\$10 00</b> |
| Model No. 29, 3 wheels . . . . . | <b>14 00</b>   |

## Model No. 31 for Numbering Baggage Checks, Cotton Tags, Lottery Tickets, Pawn Tickets, etc.

An automatic machine made with any size figures from one quarter inch to one inch in height. The design and construction is the same as Model No. 27. All of these machines are more than type-high, but are used with entire success on ordinary printing presses by mortising the bed or re-adjusting the platen. In mortising the bed (which need not weaken the press in any way) the machinist fits an iron block which is inserted and the mortise closed, when it is desired to use the press for regular work. The numbering is far superior to that of any hand or paging machine, and by working several machines to a form the cost is reduced to a minimum or entirely eliminated. Size of machine with 6 wheels,  $\frac{3}{4}$  inch figures, 3 inches long, 2 inches wide,  $1\frac{1}{4}$  inches high.

Prices quoted on application.



SIX SEVEN EIGHT NINE CIPHER  
**(67890)**  
SEIS SIETE OCHO NUEVE CERO

Success in business depends on system. But no system is effective unless its details are carried out with **unerring accuracy.**

Numerical systems in office and factory are simplest and best. They are made sure and effective through the use of the

### Bates Automatic Hand Numbering Machine (Made only at Orange, N. J.)

It is mechanically perfect—mechanically accurate. Its works are enclosed and protected from dust. They are made of the very best material; the figures are cut from solid steel. Its handy dial adjustment—found only on this machine—permits instant change from consecutive numbering to duplicate or repeat. (Other movements furnished to order.) Prices vary according to number of dials, etc. Costs a little more than inferior imitations but **it outlasts them all**, and works all the time accurately. Weighs about 20 ounces **Nickel-Plated.**

This is the original Bates machine, made only at the works of Thomas A. Edison at Orange, N. J. **Look for the Orange address.**

Our free booklet tells how big and little concerns save money with the original Bates. It may suggest a valuable system to you. Write to-day.

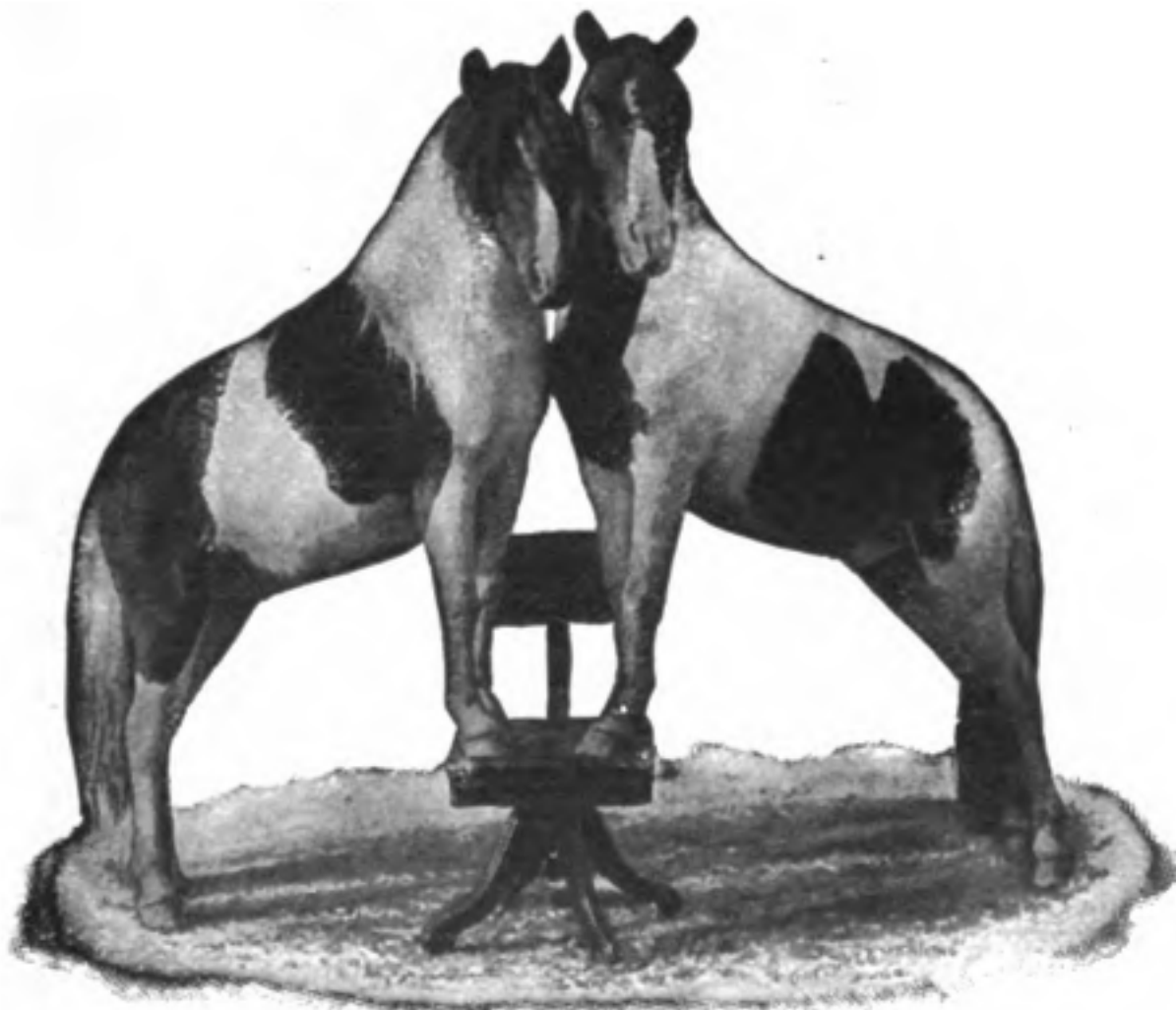
**BATES MANUFACTURING CO.,**

5 Lakeside Avenue, ORANGE, N. J.

New York Office,  
31 Union Square

Chicago Office,  
304 Wabash Ave.

**"THIS IS  
WHAT  
COUNTS"**



THIS "TRADE MARK" ON EVERY CHAIR

# THE DAVIS CHAIR CO.

Department A, Marysville, Ohio

☞ Manufacturers of the McCloud Adjustable Spring Back Office and Typewriter Chairs, the best made. Supports your back every minute just where you need it. Makes your work easier and better. ☞ Send for Catalogue F.



**Real Art in Post Cards.**

**M**EN of mark and men of millions have not scrupled to spend thousands of dollars for single works of art no more striking and beautiful than are to be found among the subjects of the exquisite post card published by the Raphael Tuck & Sons Co. In fact, some of the beautiful pictures shown on these little gems have been reproduced with absolute fidelity from the works of the most celebrated masters of paintings. The beauty of these, however, is not greater than that of many of the original designs prepared by noted artists specially for the Tuck post cards.

While there are in the line hundreds of these valuable for their artistic charm there are thousands of others catering to every kind and degree of wholesome taste. The most important of these is the "Wide-Wide-World" series, which depicts places and scenes of world-wide interest, including views of the United States, Canada, Europe, Australia, Asia, Africa and the rest of the world, including the Arctic region. The value of this class of cards judged by any standard is surpassing, as education adjuncts, as reminiscences of travel, even as pictures merely, they are of interest to all intelligent being, and their collection is fraught with both interest and profit.

Fully as great in popular application are the Animal Studies, with the demand for which the publishers have difficulty in keeping up. Then come the Flower Studies and the figure pieces, battle scenes and marine views, while celebrities of the stage are always in great demand. Then there are the humorous cards, which are sold by the millions, and which are always funny, but never vulgar.

The Raphael Tuck & Sons Co. are the acknowledged pioneers in the manufacture of pictorial post cards, and years before these cards were thought of they had a world-wide reputation as art publishers. The wonderful resources

of their immense establishment are behind their post cards, and their sustained and constantly increasing popularity is not to be wondered at.

Many processes are used in the production of these cards, chief of which is the "Oilette," which has caused the cards illustrated by this process to be aptly called "veritable little miniature oil paintings." Then there are other color processes and monochrome, photochrome, aquarette, silverette and real photographs. The production of new cards by this house is so rapid that it is impossible to even mention all their recent productions; but among the newest additions we cite a few.

Chief in beauty among these is an addition to the famous "Connoisseur" series, which consists of six beautiful female heads by the late A. Asti, exquisitely reproduced in fifteen colors with gold beveled edges. These cards well deserve the term, "Post Cards de Luxe."

In the Wide-Wide-World Series we have "Picturesque Egypt," a series of six violetttes showing the mosques, public buildings and other views in Cairo. A striking feature of these cards is that while the title only appears on the picture side, a brief description of the subject is printed on the address side, thus greatly adding to the value of the view.

A series of special interest to New Yorkers is "Old New York," consisting of six views of the olden city, such as New Amsterdam, showing a view from the Battery; Broadway in 1810, Broadway in 1840, etc., each view being full of quaint interest.

In animal life we find a new series of six devoted mainly to cats. One of these shows a kitten as near life-size as the dimensions of the card will permit. The title is, "Poor Beggar," and pussy has around her neck a big placard reading, "Born Blind." Another shows five kittens in a

## We Make the Customers You Make the Sales

We are spending money and convincing business men that they need numbering machines. You have only to deliver the goods and make the profit. The magazines appearing in February will contain the first of a series of advertisements showing the economy of numerical systems in business, setting forth the superiority of the original

### Bates Automatic Hand Numbering Machine

Made only at Orange, N. J.

and stating that they are sold by all stationers and office supply houses. Be sure that you are prepared to reap the benefit of this advertising we are doing for you. Don't lose a sale because you haven't the style machine the customer wants. Complete your stock. If you don't handle Bates Numbering Machines, write your wholesaler for goods and printed matter. If he doesn't handle them, write us direct.

The original Bates Numbering Machine has many points of superiority. Enclosed works—dust and dirt proof. Absolute accuracy. Prints direct from type. Is made at the works of Thomas A. Edison, a point in itself that guarantees quality.

**Bates Manufacturing Co., 6 Lakeside Ave., Orange, N. J.**  
NEW YORK OFFICE, 31 Union Square. CHICAGO OFFICE, 304 Wabash Ave.





## Chicago and the West.

WESTERN BUREAU, 115 DEARBORN ST.  
TELEPHONE: CENTRAL 2423.  
CHICAGO, Feb 26, 1906.

**F**EBRUARY closes the most successful business of any preceding February in many years. Although the stationers look upon February as being the duller month of the entire year, yet many of the leading stationers told your scribe that this month's business had kept up to the standard and was altogether an exceptionally satisfactory month.

It may be that the lovely spring weather we have been experiencing, when we were scheduled for snow storms and blizzards and the mercury trying to push the bottom out of the thermometer, has had something to do with it, but more likely it is the general wave of prosperity that seems to be settled all over the country. But, again, speaking of the weather, if any thin-blooded stationer is contemplating a trip to a warmer climate, Chicago has them all backed off the boards as a winter resort, and you can get a box seat away down in front without paying the fancy prices usually charged by the hotels and boarding-house keepers in the Sunny South.

A few of the traveling representatives are scheduled to appear on the scene here in the next week or two.

H. A. Stacy, of the Samuel C. Tatum Company, Cincinnati, O., is billed for March 3.

Mr. Holden, representing Cushman & Denison Manufacturing Company, New York, is signed for March 9.

Clarence G. Wilson, of the Saugerties Manufacturing Company, Saugerties, N. Y., will be here to do his little stunt March 7.

William Klein, representing S. S. Stafford, will give an exhibition of his skill in writing orders on March 6.

W. H. Wallace, of the Tower Manufacturing and Nov-

elty Company, New York, and Curtis Bates, of A. W. Faber, New York, appeared in the city to-day.

Dudley Johnson, of the Chicago office of the Joseph Dixon Crucible Co., leaves for an Eastern trip to-night.

The postal card business is beginning to take on lively action and the predictions are that the business in colored views, art cards and the high-grade fancy cards will greatly increase in popularity this season, while the comic post card, although it may be as popular as last season, will gradually give place to the finer grade and more expensive cards.

There is a fine showing of Easter post cards in both the comic and art subjects, and dealers are already making fine window displays which are causing much attention for the passers-by.

The Office Appliance Show, to be held at the Coliseum, March 17 to 24, is progressing in a very satisfactory manner, and the managers are highly pleased over the prospects of one of the most complete and successful shows ever exhibited.

W. F.

### Rivals the Pigs in Clover.

**A** NEW puzzle which is just at present racking the pearance, and it is certainly a highly artistic maganamed, too, for the little leaden traveler is generally in the subway of the game, and stacks of the puzzles are displayed in every subway station. The puzzle consists of a shallow box with a glass top beneath, which is shown a maze stamped into channels in brass. In this maze are the usual blind alleys, but far worse are many holes or pitfalls. The leaden ball, which serves as a traveler, is easily brought up from the space under the maze; but the job of rolling it along the grooves and avoiding the pitfalls until it reaches the centre space is a trying one. The trade is supplied by The New York News Company.

## "This is What Counts"

System counts in business success. But no business is effective unless its details are carried out with UNERRING ACCURACY.

Numerical systems in office and factory are simplest and best. They are made sure and effective through the use of the ORIGINAL

## BATES Automatic Hand Numbering Machine,

Made Only at Orange, N. J.

It is mechanically perfect—mechanically accurate. Its works are enclosed and protected from dust. Made of the very best material; the figures are cut from solid steel. Its handy dial adjustment—found only on this machine—permits instant change from consecutive numbering to duplicate or repeat. (Other movements furnished to order.) Prices vary according to number of wheels, etc. Costs a little more than inferior machines but IT OUTLASTS THEM ALL, and works all the time, accurately. Made only at the works of Thomas A. Edison, Orange, N. J.

SOLD BY ALL STATIONERS AND OFFICE SUPPLY HOUSES.

Our free booklet tells how big and little concerns save money with the original BATES. It may suggest a valuable system to you. Write to-day.

BATES MANUFACTURING CO., 6 Lakeside Ave., Orange, N. J.

New York Office, 31 Union Square. Chicago Office, 304 Wabash Avenue.



## This is Your Ad But We Pay for It

Beginning in February, this and similar ads will appear in the leading magazines. They mean money to you. They will convince busi-

ness men that they need Bates Numbering Machines. You will have merely to deliver the goods and make the profit. See that your stock is complete. Write your wholesaler for goods and printed matter. If he doesn't carry them write us direct.

**BATES MANUFACTURING CO.,** 6 LAKESIDE AVE., ORANGE, N. J.



**Imported Horn Goods.**

**C.** F. RUMPP & SONS opened during the past week their import line of Vienna horn and other novelties for the holiday season at the salesrooms in this city. The collection is larger than formerly, a number of new things in combination brass and glass for desk and toilet purposes having been added. An interesting feature is the new line of solid bronze figures and animals, the latter being from the workshop of Berman of Vienna, who makes this class of goods a specialty and whose fame is world-

wide. The larger pieces are by Tehenn & Kauba, who are also celebrated for their high art work. The horn and other novelties are made by F. Neiber & Soehne. Mr. Joseph M. Neiber, of the firm, is now in this country, and will make a transcontinental tour with the sample collection, calling on the trade for import orders.

Gibson & Smith, stationers, Puyallup, Wash., have sold out to Silas P. Gray.

E. A. Neville, stationer, Reno, Nev., has sold out.

**Committees of the National Stationers Association Announced by President Schlener.****Blank Books**

Robt. D. Patterson, St. Louis, Ch'n.  
D. S. Sperry, St. Paul  
Frank B. Towne, Holyoke

**Paper and Envelopes**

Sam'l Ward, Chairman, Boston  
James Logan, Worcester  
Henry C. Bainbridge, Brooklyn

**Hardware and Glassware**

W. S. Gilkey, Chairman, Cleveland  
W. H. Kistler, Denver  
H. B. Brooks, Brooklyn

**Inks and Mucilage**

D. S. Sperry, Chairman, St. Paul  
Wm. Rodiger, Chicago  
Theo. L. C. Gerry, New York

**Loose Leaf Devices**

W. P. Carpenter, Ch'n., Cincinnati  
R. B. Wilson, Chicago  
W. J. Kennedy, St. Louis

**Leather Goods and Novelties**

Robt. Ansley, Chairman, New York  
M. E. Helse, Philadelphia  
Sam'l Ward, Boston

**Miscellaneous Items**

Abner K. Pratt, Chairman, Boston  
W. S. Gilkey, Cleveland  
F. O. Mittag, Park Ridge

**Committee on Prices**

Frank W. Bailey, Chairman, Boston  
Millington T. Lockwood, Buffalo  
Fletcher B. Gibbs, Chicago

**Files and Office Furniture**

Wm. J. Kennedy, Chairman, St. Louis  
W. H. Hopkins, Cincinnati  
Geo. M. Courts, Galveston

**Pens and Pencils**

Fletcher B. Gibbs, Chairman, Chicago  
Eberhard Faber, New York  
Robert D. Patterson, St. Louis

**Rubber Stamp Goods**

Geo. M. Courts, Chairman, Galveston  
W. P. Carpenter, Cincinnati  
Wm. Rodiger, Chicago

**Committee on Membership**

W. H. Kistler, Chairman, Denver  
Louis I. Goodwin, Boston  
Chas. A. Stevens, Chicago

**John Gibson, Cincinnati**

H. C. Vanderslice, Cleveland  
E. R. Williams, Minneapolis  
Joseph Levy, New Orleans  
W. P. Christopher, New York  
C. C. Cope, Omaha  
A. Pomerantz, Philadelphia  
Geo. H. Alexander, Pittsburgh  
Geo. Spaulding, St. Louis  
F. O. McClain, St. Paul  
H. F. Bllemelster, Toledo

**Committee on Credentials**

C. H. Mann, Chairman, Philadelphia  
Frank D. Waterman, New York  
R.J. Smith, Minneapolis

**Special Committee on Program**

J. D. Havens, Chairman, Kansas City  
Henry F. Sawtell, Chicago  
Millington T. Lockwood, Buffalo  
Henry C. Bainbridge, Brooklyn  
F. B. Towne, Holyoke  
Frank A. Weeks, New York  
W. B. Boorum, New York  
John A. Walker, Jersey City  
Wm. Rodiger, Chicago

# "Bates Machines Sold by All Stationers and Office Supply Houses"—From the Magazines

This statement is appearing in a number of the leading magazines, in advertisements telling of the advantages of numerical systems in business and the superiority of the Bates Numbering Machine. As a result many new customers will be created and the stationer will get the advantage. See that your stock of genuine

## Bates Automatic Hand Numbering Machines

(Made only at Orange, N. J.)

is complete. Don't lose a customer because you haven't the style of machine he wants. Write at once to your wholesaler for goods and printed matter, to be prepared to profit by this advertising we are doing for you. If your wholesaler doesn't carry them, write us direct.

The original Bates Numbering Machine has many points of superiority. Enclosed works—dust and dirt proof. Absolute accuracy. Prints direct from type. Is made at the works of Thomas A. Edison, a point in itself that guarantees quality.

**Bates Manufacturing Co., 6 Lakeside Ave., Orange, N. J.**  
NEW YORK OFFICE, 31 Union Square. CHICAGO OFFICE, 304 Wabash Ave.





|                                    |        |
|------------------------------------|--------|
| Wm. C. Siegert.....                | 10.00  |
| Thos. Nelson & Sons.....           | 50.00  |
| Wm. C. Popper & Co.....            | 50.00  |
| Wm. Allen & Co.....                | 10.00  |
| Kimpton, Harbottle & Haupt.....    | 50.00  |
| Gerry & Murray.....                | 25.00  |
| George W. Pertain.....             | 5.00   |
| Wilbur & Hastings.....             | 25.00  |
| C. B. Woodworth & Sons Co.....     | 10.00  |
| The Cooke & Cobb Co.....           | 100.00 |
| R. C. Kastner Paper Co.....        | 5.00   |
| Geo. Busse .....                   | 10.00  |
| S. E. & M. Vernon.....             | 250.00 |
| E. G. Soltman.....                 | 50.00  |
| Gardiner Binding & Mailing Co..... | 50.00  |
| Richard Evans .....                | 10.00  |
| A. Hepp & Co.....                  | 10.00  |
| Ph. Hake Mfg. Co.....              | 50.00  |
| Mittag & Volger.....               | 50.00  |

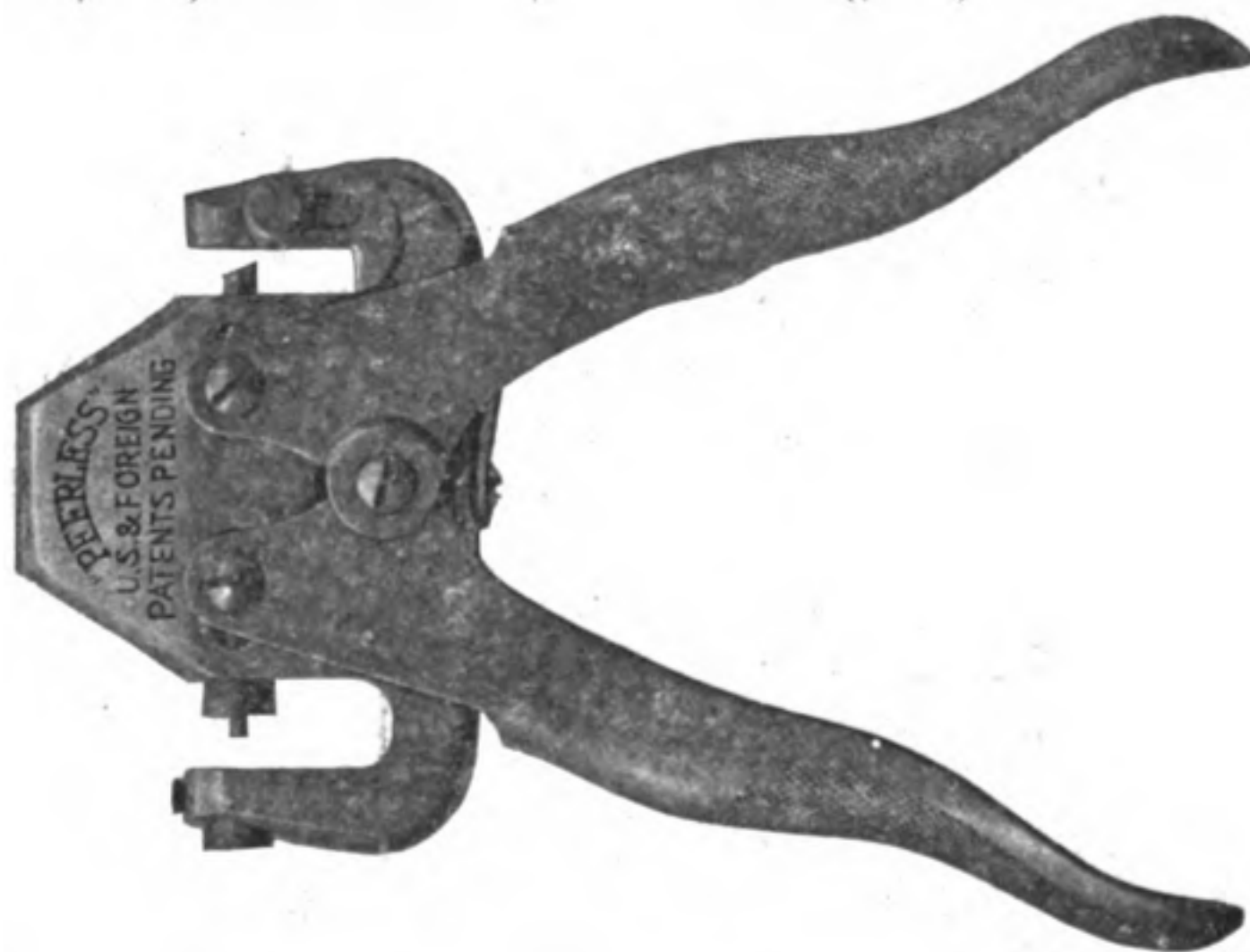
#### Bought Out the Worden Ink Company.

IT is announced that R. H. Baxter, of the A. A. Weeks Manufacturing Company, has bought out the business of the Worden Ink Company, of 797 Greenwich Street, New York. This is a side venture of Mr. Baxter, and will not interfere with his duties with the Weeks house. New quarters for the ink business have been secured at 67 Pearl Street, where it will be run under the title of the Worden Ink and Manufacturing Company, R. H. Baxter, proprietor. The Worden ink business was established in 1866, and the product in the shape of inks, photo colors and railroad inks has achieved a high reputation.

H. C. Saunders, stationer, Denver, Col., is succeeded by F. W. Walz.

#### The Peerless Punch and Eyelet Set.

FOR compactness, strength and general utility, the Peerless Punch and Eyelet set, for which Edward Kimpton, Inc., 60 John Street, are the sole agents, stands at the



head. The upsetting qualities of this punch are of a very superior order, and it is the only tool which upsets and pierces the eyelet in one operation. All its parts are interchangeable, so that it may be kept in repair at small cost.

The Edward Madison Company, of Montclair, N. J., has been incorporated to deal in books, stationery and art goods. Capital, \$40,000; incorporators, E. Madison, F. S. Madison and E. N. Bush.

H. M. Haas Co., booksellers, San Jose, Cal., have sold out to S. D. Winch.

Richest is he that wants least.

## Don't Lose Customers

The advertising we are doing is creating customers for you—sending them to your store prepared to buy. Are you prepared to sell? We are spending the time and money necessary to convince business men of the advantages of the Bates Numbering Machine. You have only to be prepared to fill their orders and make your profit. Complete your stock so that customers will have some choice. Write your wholesaler for goods and printed matter. If he doesn't handle the original

## Bates Automatic Hand Numbering Machines

(Made only at Orange, N. J.)

write us direct. This machine has many points of superiority over any other numbering machine. It is absolutely accurate and will continue so after years of use. Works are enclosed—dust and dirt proof. Prints direct from type. Is made at the works of Thomas A. Edison, a point in itself that guarantees quality. The satisfactory work of the first machine usually leads to the sale of a second. Stock up and get your share of profit from the advertising we are now doing.

**Bates Manufacturing Co., 6 Lakeside Ave., Orange, N. J.**  
NEW YORK OFFICE, 31 Union Square. CHICAGO OFFICE, 304 Wabash Ave.





## SAN FRANCISCO NEWS.

**The Characteristic Western Spirit Which Is Rebuilding the Destroyed City—Changes and New Addresses.**

SAN FRANCISCO, June 22—The paper and stationery houses of Oakland, Berkeley and Alameda, as well as the few San Francisco houses which es-

mand for their goods and those fortunate ones who, before the disaster, considered themselves as hopelessly overstocked soon began surveying with astonishment and gratification the inroads made upon their wares. In a very short time, however, there was grief. The goods sold could hardly be replaced by any method. So thoroughly were the towns scoured on the east side of the bay that weary searchers would frequently

snapped up at close to war prices. Orders were telegraphed to various parts for goods to be rushed in by express. The express companies came in for a harvest. In one instance a desperate buyer in Sacramento even brought in a trunkful of goods as personal effort.

Probably the Oakland store that assumed greatest importance as a result of the wiping out of the San Francisco houses is that of Smith Brothers Thirteenth street near Broadway. Though their own place was so badly shattered by the big trembler that there was at first little hope of keeping it together, the immediate rush of business compelled hasty patching up, and when the tide was at full no one had time to think of anything except supplying wants of customers. Supplies ran out and were replaced by express orders, charges on this amounting in one day to \$240. Affairs are more nearly normal now with them, but they still hold stock at a level considerably above former low water marks. This firm refers to THE AMERICAN STATIONER as its "Poet's Bible."

The illustration herewith shows the present quarters of Messrs. Sanborn Vail & Co., stationers, etc., at Franklin and Mission streets, San Francisco. The building is of sheet iron and rough lumber, one story, 75x160 feet. In the doorway is C. H. Numan, of New York.



aped the disaster of two months ago, were probably more favorably affected by the shifting of centers of supply than similarly fortunate houses in any other line. Hitherto unimportant stores found themselves almost overhauled by the de-

tail salesmen in Berkeley that what they sought could not be obtained either in Oakland or Alameda. Trips to Portland, Seattle, Sacramento and Los Angeles were made by the buyers for local houses and everything in sight was

# LATEST IMPROVED MODELS

## AUTOMATIC NUMBERING AND DATING MACHINES

**MODEL No. 50**  
WITH INDICATOR

MADE UNDER RECENT PATENTS GRANTED TO EDWIN G. BATES

**MODEL No. 49**  
LOW PRICE HIGH GRADE

**UNEQUALED IN DESIGN**

COMBINING  
**QUALITY SIMPLICITY DURABILITY**



**123456**

FAC SIMILE IMPRESSION

CONSECUTIVE  
DUPLICATE  
REPEAT

Price  
**\$15.00**

**MODEL No. 47**  
AUTOMATIC  
DATING  
MACHINE



**AUG 22 1905**  
FAC SIMILE IMPRESSION

**THE BATES MACHINE CO.**

346 BROADWAY, NEW YORK  
2 COOPER ST., MANCHESTER

315 DEARBORN ST., CHICAGO  
63 CHANCERY LANE, LONDON, ENG.

WE MAKE 60 different styles of Numbering and  
Dating Machines, suitable for all requirements.

WITH  
DATE LEVER  
**PRICE**  
**\$5.00**



**123456**

FAC SIMILE IMPRESSION

CONSECUTIVE  
DUPLICATE  
REPEAT

Price  
**\$5.00**

# WITH OR WITHOUT PLUNGERS

## 20,000 Model No. 27 NOW IN USE

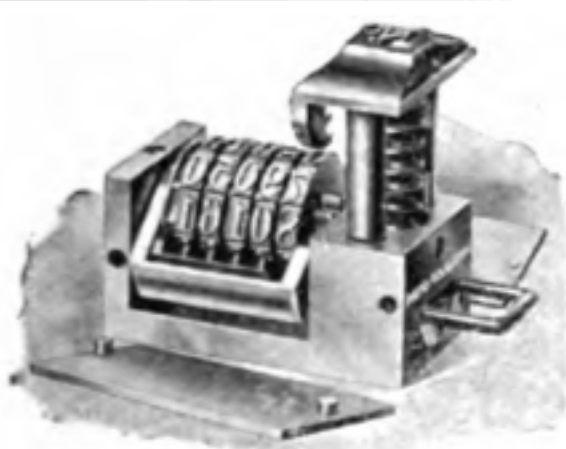
Can all be operated without plungers with the aid of our new Model No. 58 operating bar.



**Nº 12345**

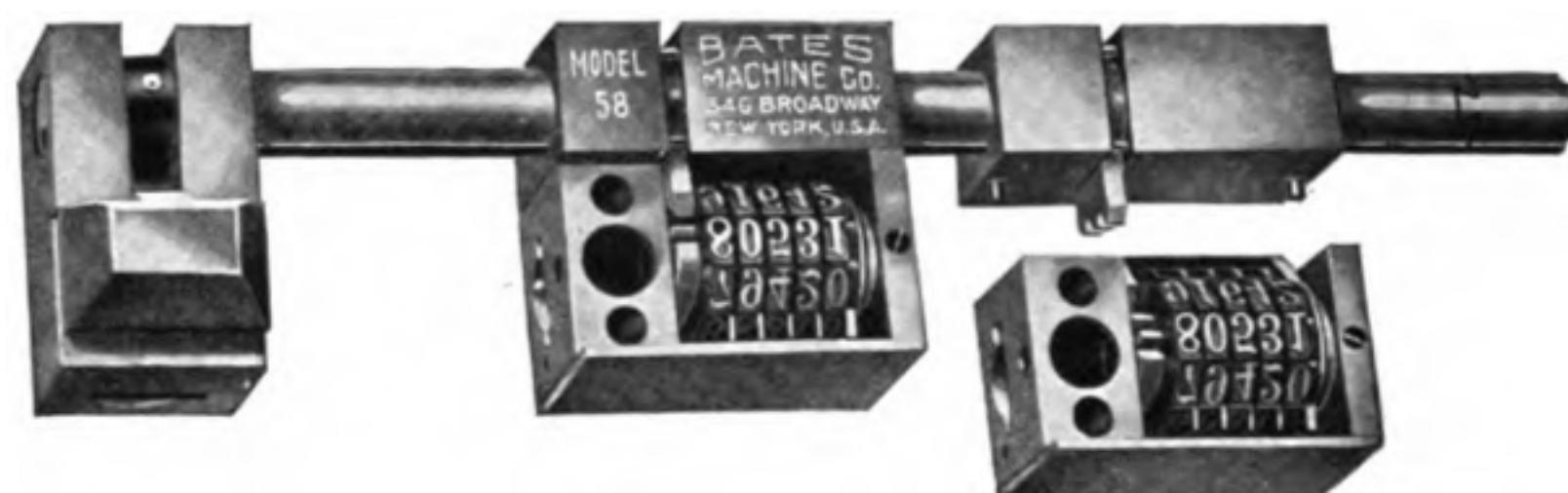
**Model No. 27**

Ready for use, with plunger assembled.



**Model No. 27**

Showing parts about to be released for attaching to Model No. 58



**Model No. 58**— Showing method of operation.

## Model No. 58 Will Fit Them All

Write for New Catalogue just issued.

**THE BATES MACHINE COMPANY**

General Offices and Factory — 696 to 710 Jamaica Avenue, BROOKLYN, N. Y., U. S. A.

NEW YORK  
346 Broadway

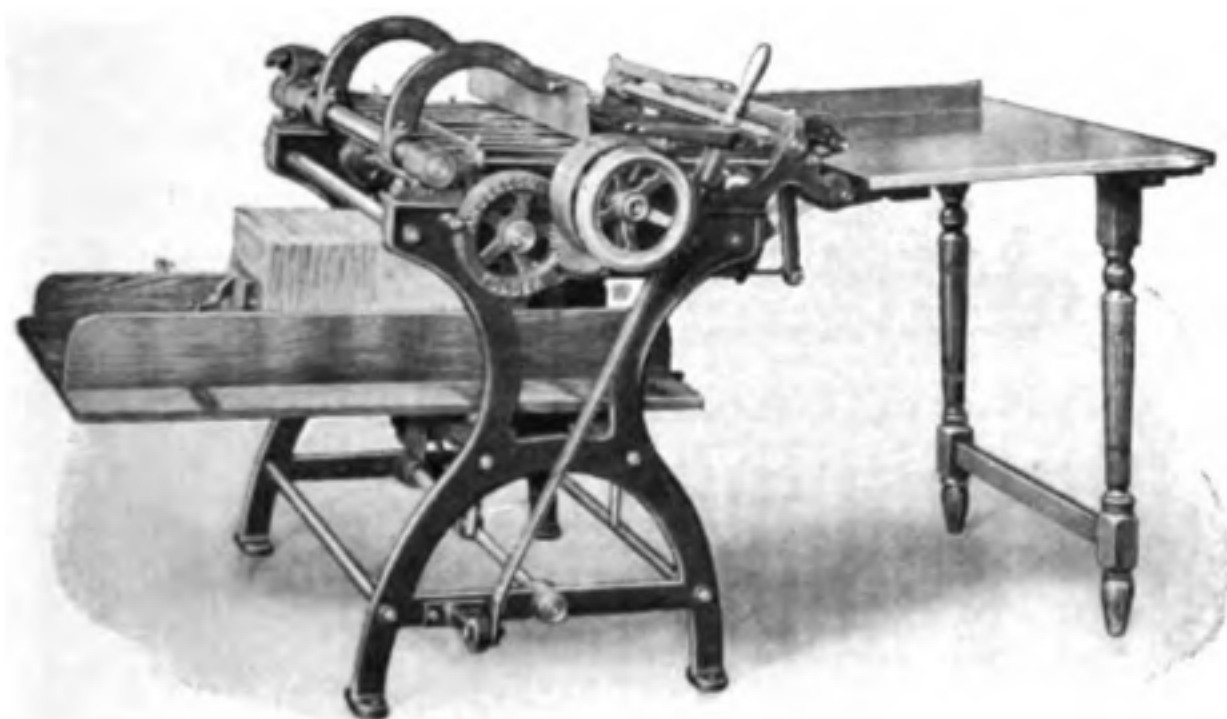
CHICAGO  
315 Dearborn St.

MANCHESTER  
2 Cooper St.

LONDON  
63 Chancery Lane

## Drop-roller Folder

ONE FOLD



SPEED **6000** PER HOUR

MADE BY

**C. F. ANDERSON & CO.**

394 - 398 SOUTH CLARK STREET  
CHICAGO

## Calendar Pads=1907

Get your orders in early.  
We may be out of some  
sizes later in the season.  
We have large assortment.  
We fill all orders promptly.

**Monasch Litho. Co.**

500-512 SOUTH FIFTH STREET  
MINNEAPOLIS, MINN.

[191]

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# It Numbers as the Arrow Points And Never Makes Mistakes



If you want competency you must pay the price, in a machine as in an employe. As well place a \$5 boy in a position of responsibility as delegate the important work of numbering your files, documents, card indexes, checks, orders, etc., to a \$5 machine.

## The Bates Hand-Numbering Machine

makes a \$5 boy worth \$30. It costs enough to insure absolute accuracy and dependability. It numbers legibly and rapidly and will do all of the numbering work of any office.

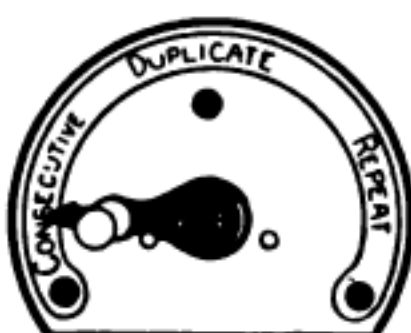
Avoid cheaper machines and machines of similar name. Ask for and insist on getting the original Bates machine made at Orange, N. J., by

**BATES MANUFACTURING COMPANY**

51 Lakeside Ave., Orange, N. J.

For sale by all leading stationers. Write for booklet.

### CONSECUTIVE



12175  
12176  
12177  
12178

### DUPLICATE



14654  
14654  
14655  
14655

### REPEAT



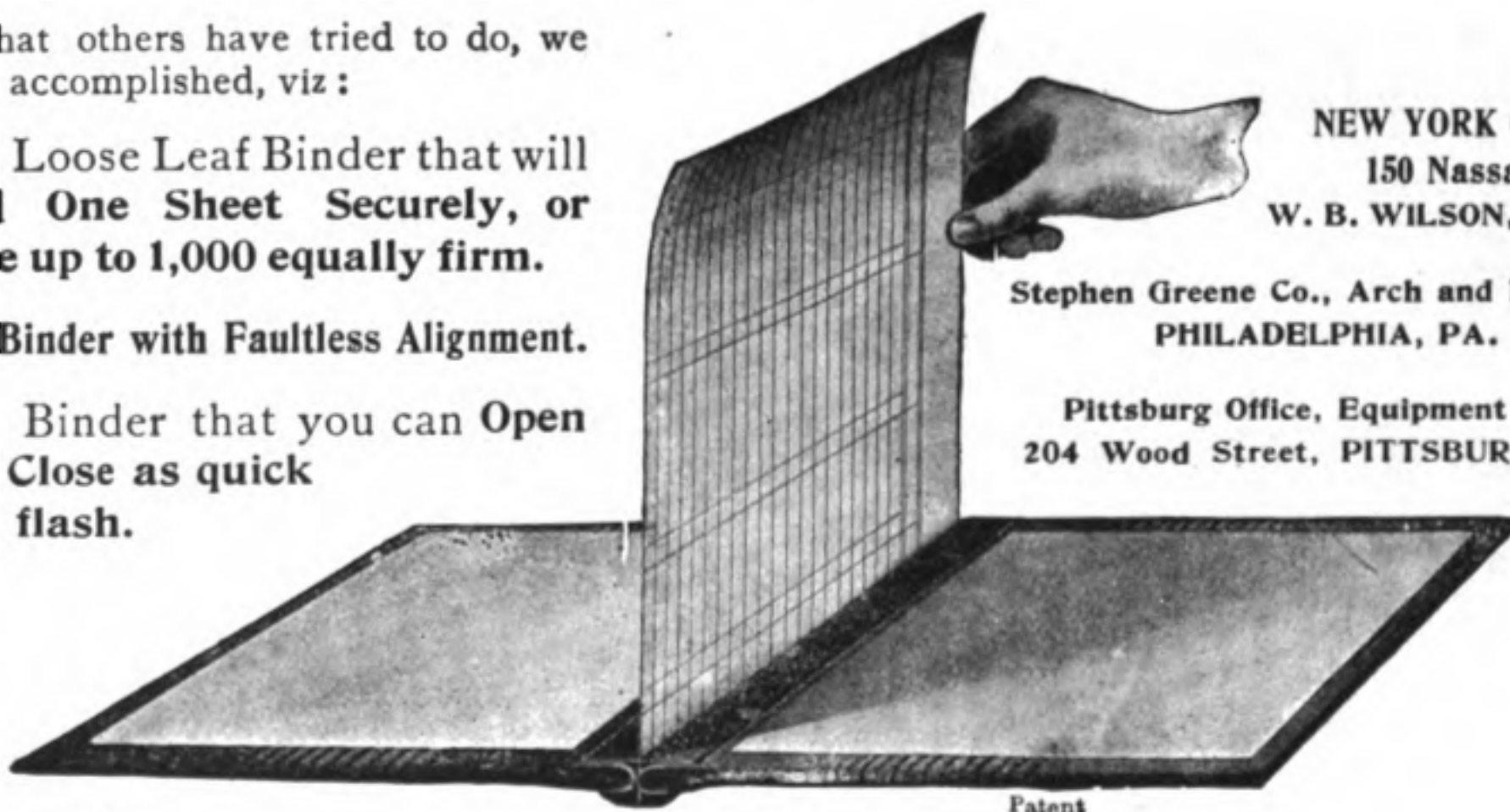
14869  
14869  
14869  
14869

What others have tried to do, we have accomplished, viz :

A Loose Leaf Binder that will hold One Sheet Securely, or More up to 1,000 equally firm.

A Binder with Faultless Alignment.

A Binder that you can Open and Close as quick as a flash.



NEW YORK OFFICE  
150 Nassau St.  
W. B. WILSON, Manager

Stephen Greene Co., Arch and 16th Sts.  
PHILADELPHIA, PA.

Pittsburg Office, Equipment Co.,  
204 Wood Street, PITTSBURG, PA.

IT IS THE

## "Kalamazoo" Loose Leaf Binder

YOU WANT IT—WE MAKE IT!

OUTFITS FROM \$12.75 TO \$25.00

Special Size Binders, Sheets and Indexes to Order.

Send for Catalog B.

THE KALAMAZOO LOOSE LEAF BINDER CO., ADDRESS DEPT. A, KALAMAZOO, MICH.


Please mention The Business Man's Magazine when writing to advertisers.

Black or Red **"VULCAN"**  
INK PENCIL-STYLO PEN

Price, **\$1.00**

Manufacturers of  
**"JUCO"**  
**"INDEPENDENT"**  
and **"VULCAN"**  
Stylographic and Fountain Pens  
**J. W. ULLRICH & CO.**  
Established 1884 27 Thames Street, NEW YORK

Send for our new catalogue and discounts.



**Learn What Our "Dealer's Aid" Means To You**

We have a special proposition to make to every energetic, aggressive stationer in the country who wants to increase his profits. It is one of the most profitable opportunities you have ever been offered—a proposition which, if rightly grasped, will not only increase your sales of numbering machines, but have a beneficial effect throughout your business.

Of course, we can't go into details here, but, briefly, the situation is this. We have succeeded in improving our numbering and dating machines. We have enlarged our factory so that our facilities are considerably greater. And now we are advertising our numbering and dating machines extensively in the best business publications.

**A Strong Advertising Campaign**

We are advertising them in a way that can't fail to produce the most gratifying results—many new sales—more profits. For our advertising is the strong, interesting, forceful kind that will interest every up-to-date business man. Already our campaign has produced the most remarkable results.

But this campaign is not only intended to help us. It must help you first, and by selling Bates machines for you, help us. But it will do more for you than merely sell Bates Numbering and Dating Machines. It will bring business men into your store—give you a chance to sell them other things—to make customers of them.

**Write For The Details At Once**

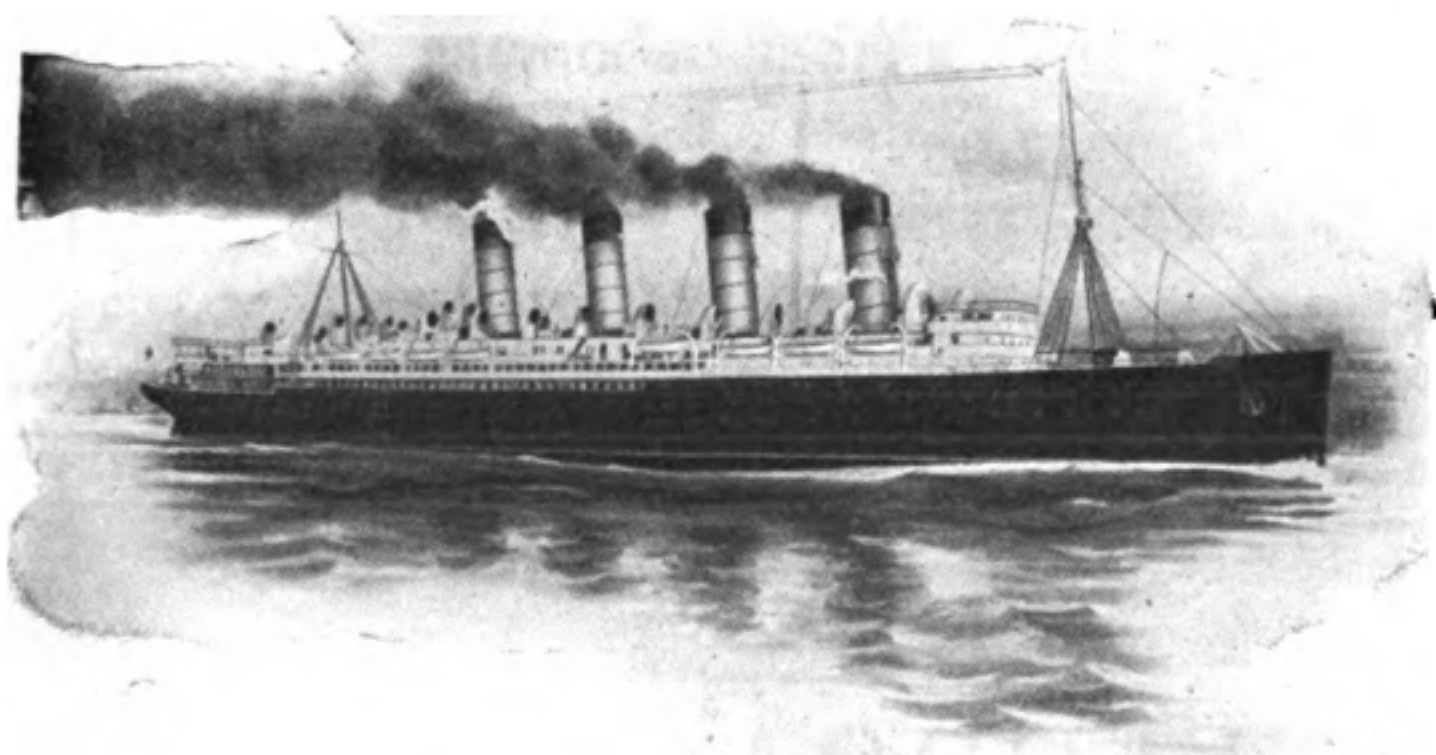
In connection with our campaign, we have developed a special "Dealer's Aid"—something new, attractive, sales-compelling. And whether you sell our machines or not, we want you to write to us at once for the details. Every minute you delay means a loss of sales—of possible customers. So write us at once—ask about our "Dealer's Aid." Address

**Bates Numbering Machine Co., 696 Jamaica Ave., Brooklyn, N.Y.**



123456

## TOURISTS' BOOKS



Write for descriptive price list.

**KIGGINS & TOOKER CO.**

MAKERS

35-37 PARK PLACE

NEW YORK



No. 4820

**London Court Stationery**

Is not distinctive *because* of the name. It's the *distinctive* papeteries that bear the name.

Manufactured by

**Wm. T. Bainbridge's Sons**

Brooklyn, N. Y.

American Crepe Tissue  
Bainbridge Crepe Napkins  
Bainbridge Mat Board

**RAD-BRIDGE**

**BRIDGE WHIST ACCESSORIES**

"The Standard of the Bridge World"

Trade Supplied by

THE AMERICAN NEWS COMPANY, N.Y.  
GEORGE B. HURD & CO., N. Y.  
or the Manufacturers

**RADCLIFFE & CO.** 144 Pearl St., New York  
3 Aldersgate Bldgs., London, E.C.

SEND FOR NEW ILLUSTRATED CATALOGUE





**WIPE OUT  
BLOTS**

WITH

**E. & B. INK  
ERADICATOR**

Ink disappears instantly under  
E. & B. Eradicator.

*It will not* discolor the paper.

*It is* different from others.

**Everett & Barron Co.**

PROVIDENCE, R. I. and  
AMHERST, N. S.

**THE ONE  
BEST BET  
IS THAT  
THREE-IN-ONE**



*It Sells for Five Cents*

will outsell and bring you better  
profits than any other article in  
stock. Ask your jobber, he  
knows. Made by

**L. D. Van Valkenburg**  
Holyoke, Mass.



**123456**

FAC SIMILE IMPRESSION

MODEL 49A

Numbering Machine

Sells at \$5.

**Two Winners!**

HERE'S two machines no live dealer  
should overlook for they are the best  
sellers we have ever put on the market.  
They sell on sight because they are the  
lightest, strongest and handsomest machines  
in existence and the guarantee we offer the  
most liberal ever made by any manufacturer.  
We simply say "If any machine does not  
meet the approval of the purchaser in every  
way, money will immediately be refunded  
upon application—no strings to this, for the  
customer is to be the sole judge." Don't you  
think it would pay you to push goods with as  
broad a guarantee as that?

**BIG PROFITS FOR DEALERS**

Our new selling plan which went into  
effect Aug. 1, gives you commissions unheard  
of before on like articles. This plan will in-  
crease your sales of other goods too. It means  
more customers—more profits for you. Write  
us at once for full particulars.

**Bates Numbering Machine Co.**

696-710 JAMAICA AVENUE  
BROOKLYN, N. Y.



**AUG 22 1909**

FAC SIMILE IMPRESSION

MODEL 47A

Dating Machine

Sells at \$5.

*The American*  
*Gelatine* POST CARD



*The Albertype Co.*  
250  
Adams  
Street. Brooklyn, N.Y.

**PROTECTION** of  
*American-made does  
not mean a raise of our  
rates.*

*The POST CARD  
prices hereafter will be  
more stable and the  
dealer's position be  
more secure.*

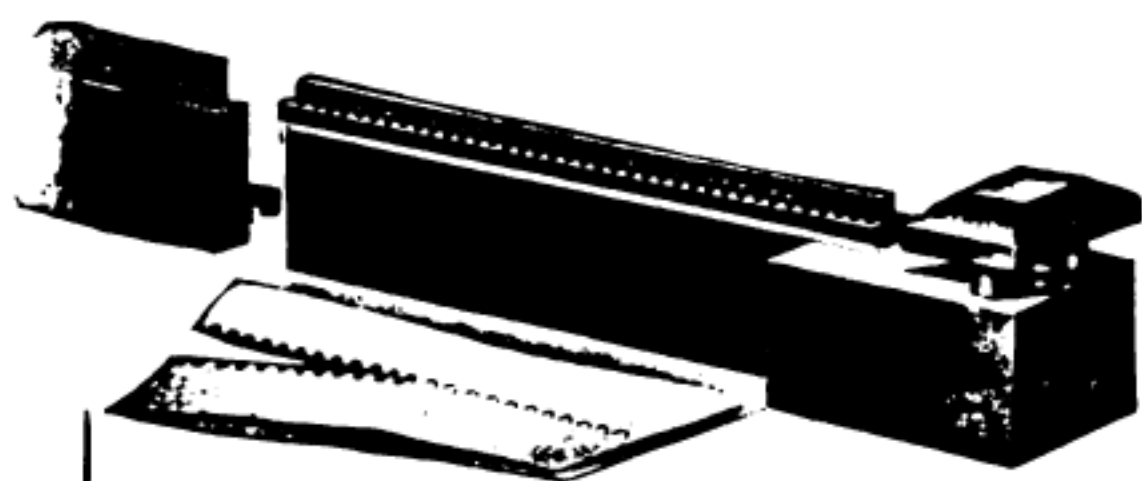


**Collins  
DRAWING INK**  
WATERPROOF

FLOWS READILY, DRIES QUICKLY  
BOTTLE CANNOT UPSET - CORK CANNOT ROLL  
MADE IN COLORS WHICH ARE STRONG AND BRILLIANT  
DISTRIBUTED BY ALL JOBBERS  
**COLLINS INK CO., HOBOKEN, N. J.**







## Perforate While You Print

**T**HE SUPERINTENDENT of one of the large New York City printing establishments recently visited our factory and there saw our Perforating Machine in operation for the first time.

Says he: "Why I had no idea that there was such a wonderfully ingenious machine in existence. It's simply the cleverest device of its kind that I've ever seen, but why on earth don't you let people know about it."

### Bates Type-high Perforating Machines

may be used on either platen or cylinder presses. They are designed to be locked in the form separately, or entirely surrounded by type matter. The style of the perforation is of the much favored colorless pinhole variety in appearance after the perforated part has been separated. By the use of this machine not only is the entire cost of perforating eliminated but the expense and annoyance caused by delays invariably associated with a second operation are also overcome.

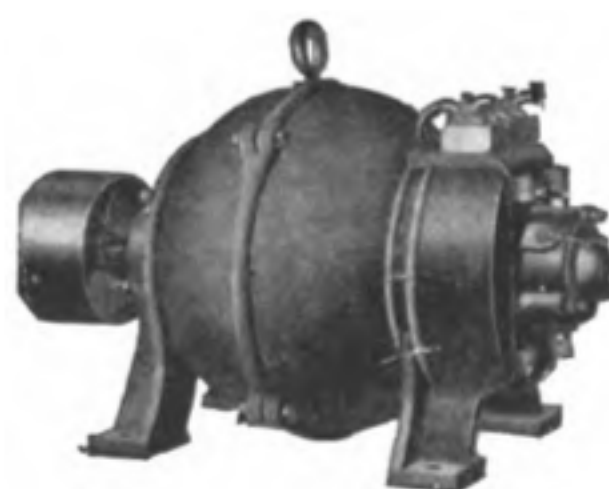
|                                       |             |
|---------------------------------------|-------------|
| Price, Driving Head.....              | \$4.00 each |
| " Perforating Blades, 3 inch sections | 6.00 "      |
| " " " 2 " "                           | 5.00 "      |

Send for catalog and samples of work.

**Bates Numbering Machine Co.**

696-710 Jamaica Ave.

Brooklyn, N. Y.



## SPRAGUE ELECTRIC MOTORS

THE MOTORS  
THAT PRINTERS USE

### DO YOU

want to save expense and increase your output? If so, the Sprague Electric Motor will be a faithful worker in your plant. These motors are designed especially for the printing and allied trades, and are in great demand all over the country and abroad.

They reduce power expense and are safe, reliable, simple and economical.

Our handsome 74-page Bulletin No. 2294, with many illustrations, will be sent upon request.

**SPRAGUE ELECTRIC COMPANY**

527-531 West Thirty-fourth St., CITY OF NEW YORK

BRANCH OFFICES IN PRINCIPAL CITIES

## THE *NEW* STATIONERS' MAGAZINE

NOT A NEWSPAPER

Devoted exclusively to promoting  
the selling end of the retail  
stationery business

### Inland Stationer

120-130 SHERMAN STREET, CHICAGO

Edited and managed by the same efficient corps of men who control *The Inland Printer*, aided by some of the best and most practical stationers in the country.

#### DEPARTMENTS:

Window Dressing  
Shelf and Counter Display  
Salesmanship  
Lettering for Stationers  
Stationers' Advertising  
Stationery Store Management

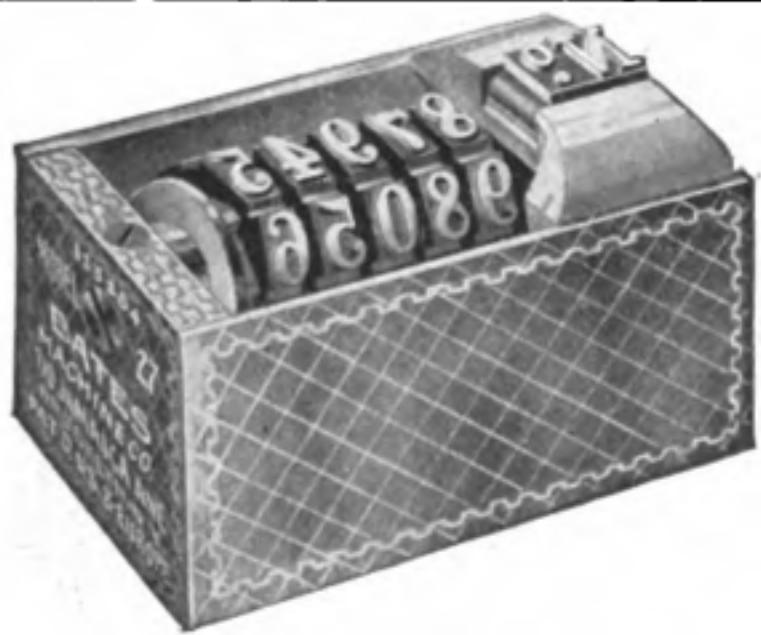
**EIGHTY PAGES. FULLY ILLUSTRATED**

Subscription Rate . . . . \$1.50 per year

Send for sample copy, 15 cents

**Juergens Bros. Co.**  
Designers and Engravers  
Electro Stero and Nickle-Typers  
167 Adams St.  
Chicago.  
Telephone Franklin 460  
Private Exchange All Depts.  
The only Engravers and Electrotypers within the loop.





## Don't Get "Stung"

Beware of the fellow who offers to sell you a Typographic Machine "Just as good as the Bates" for \$5.00 or \$6.00.

If you could see the pile of "junk" in the form of these "just-as-good" substitutes that have been sent us by Printers who have been "stung" you wouldn't give these inferior devices a moment's consideration.

Our Model 27A here shown is known everywhere as the Standard Numbering Machine of the World. There are over 100,000 of them in actual use. Nothing but real merit could obtain such a phenomenal sale of any article. The machine is type-high and designed to be locked in the chase with the form, wholly surrounded by type matter, or used separately to print numbers only. It is simply constructed, nothing to get out of gear, yet strong enough to stand the hardest usage. The working parts are made of a highly tempered carbon steel; the frame of a tough nickle-bronze metal that possesses extraordinary durability. The figures, engraved on best quality steel wheels, are practically indestructible. The machine is automatic and numbers from 1 to 999,999 consecutively. Every machine is tested at our factory up to 15,000 impressions per hour and is fully guaranteed.

**Price, \$8.00**

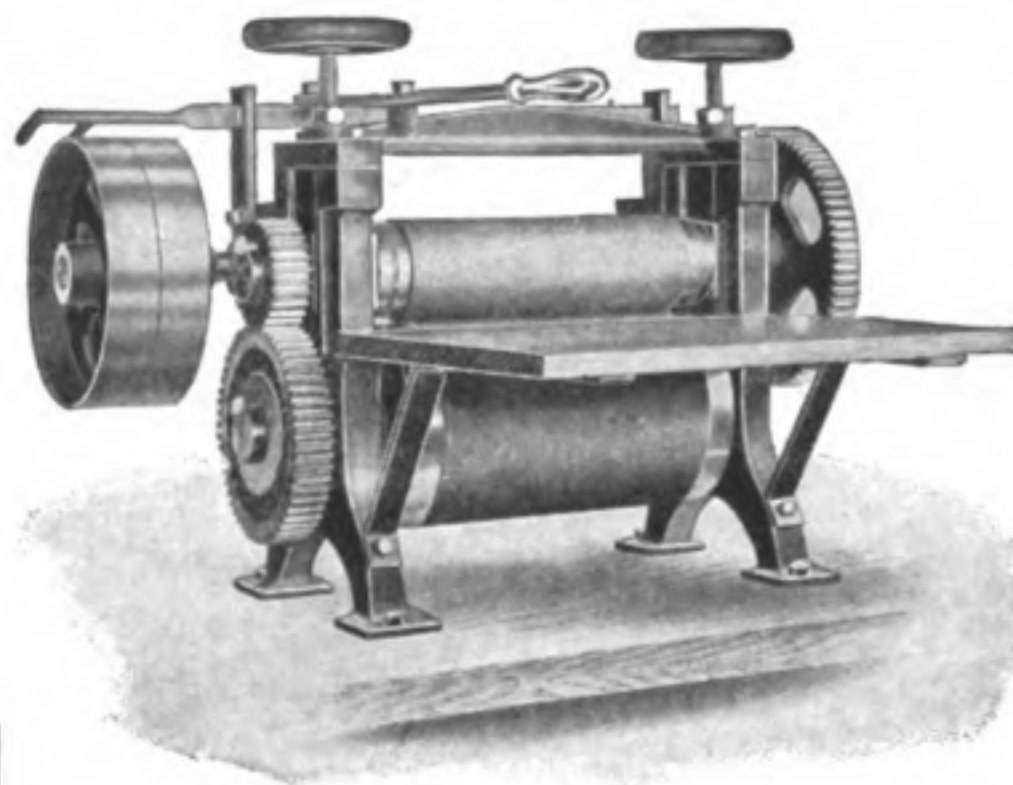
**"Your Money Back If You Want It"**

**The Bates Machine Company**

696-710 Jamaica Ave.

Brooklyn, N. Y.

## THE PONY PEBBLER



PEBBLING  
ROUGHING  
STIPPLING  
GRAINING  
EGG-SHELLING  
OR  
ROLLER  
EMBOSSING

IT'S ALL THE SAME WITH  
A DIFFERENT NAME  
AND THIS  
IS THE MACHINE THAT  
DOES IT.

Built in five sizes.  
12 to 30 inch Rollers.

Any pattern desired—Egg-shell  
Linen, Silk, etc.

**\$225.00** AND UP

**DUNNING BROTHERS, INC.**

64 FULTON STREET  
NEW YORK

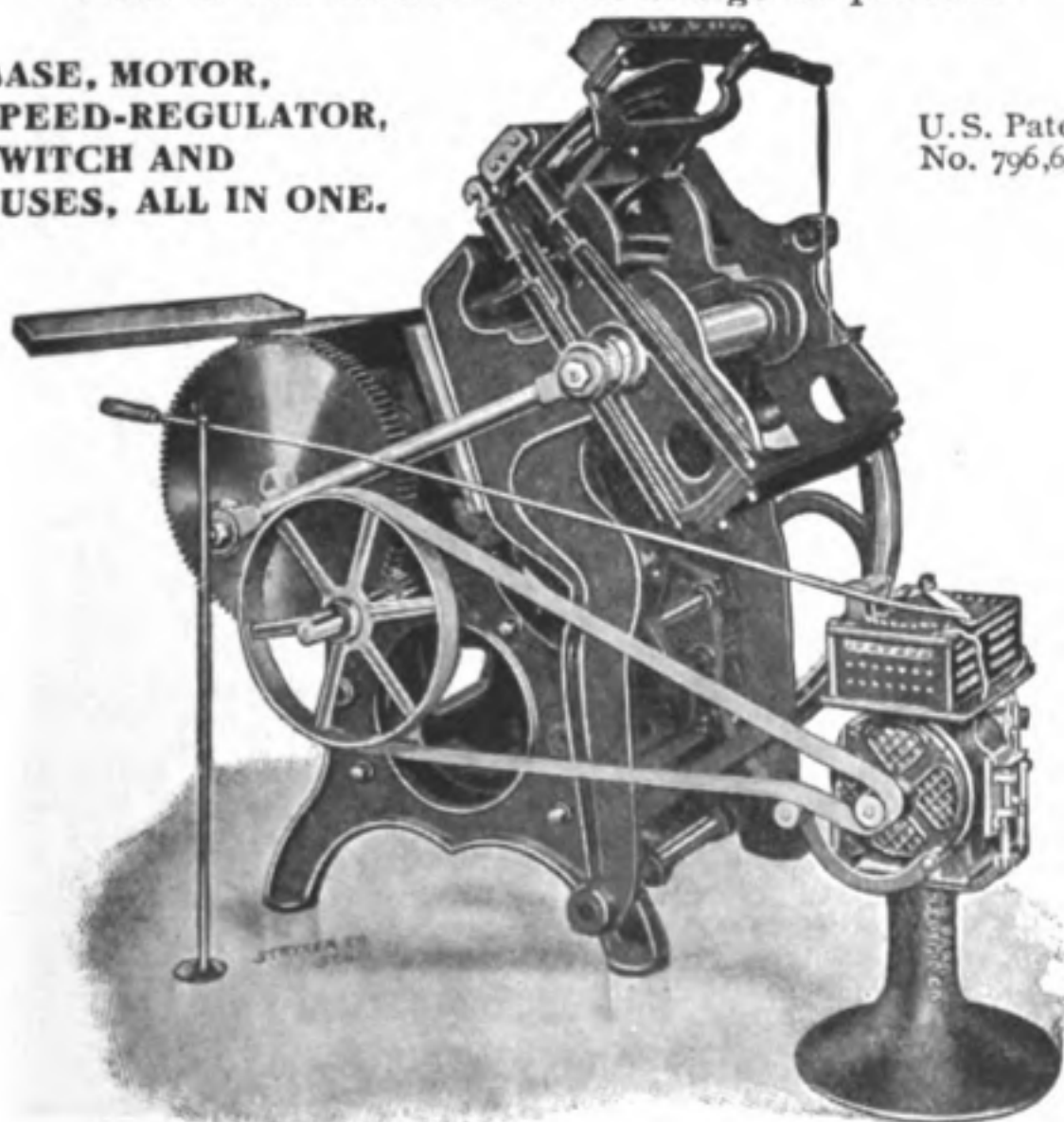
Write us size and pattern required and we will  
submit price and samples of work.

## The BARR Combination Motor Equipment

Inexpensive and simple to install; operator of press at all  
times in full control without change of position.

**BASE, MOTOR,  
SPEED-REGULATOR,  
SWITCH AND  
FUSES, ALL IN ONE.**

U.S. Patent  
No. 796,637.



Made in  $\frac{1}{4}$ ,  $\frac{1}{2}$ , 1 H. P., 110, 220, 500 Volts, D. C.;  $\frac{1}{4}$ ,  $\frac{1}{2}$ ,  $\frac{3}{4}$  H. P.,  
Single Phase, 25 or 60 Cycle, 110, 220 Volts, A. C. Our equipment  
gives you many variations of speed.

**ROBINSON-SIDLEY COMPANY**

12 SHERMAN STREET, CHICAGO



# The Bates Manufacturing Co.

of Orange, N. J. Manufacturers of the ORIGINAL and ONLY  
Bates Automatic Hand Numbering Machine

obtain an injunction against The Bates Numbering Machine Company of Brooklyn for unfair and misleading competition.

Dealers are warned against selling, as BATES NUMBERING MACHINES, AUTOMATIC HAND NUMBERING MACHINES not manufactured by the BATES MANUFACTURING CO., ORANGE, N. J.

THE UNITED STATES CIRCUIT COURT for the District of New Jersey, at a session held at Trenton, N. J., on October 2, 1909, issued a peremptory injunction restraining the defendant from any further use of the words BATES NUMBERING MACHINE COMPANY as its corporate name, and from using the expression BATES NUMBERING MACHINE in connection with the sales of any automatic hand numbering machines not of our make, or in connection with the offering or advertising for sale of such machine.

The injunction is sweeping in character. It insures protection to the public and to ourselves. Henceforth the public can be assured that automatic hand numbering machines offered for sale as BATES NUMBERING MACHINES or BATES AUTOMATIC NUMBERING MACHINES are the genuine product, to the perfection of which we have given many years of intelligent, patient effort. If our machine were not of high quality and efficiency, it would not be imitated—failures do not breed voluntary imitation. If the words, BATES NUMBERING MACHINE did not signify the perfection of mechanical excellence in the eyes of the public—if they were not representative of honesty and merit, the infringement would never have resulted and it would never have been necessary

to issue the injunction, of which the following is a copy:—

THE PRESIDENT OF THE UNITED STATES OF AMERICA  
TO  
(L. S.) BATES NUMBERING MACHINE COMPANY, its officers, attorneys, agents, servants and employees, and each and every of them, GREETING:

WHEREAS, In a certain action brought in our United States Circuit Court for the District of New Jersey by the Bates Manufacturing Company as complainant against you, Bates Numbering Machine Company, as defendant, it was ordered that a preliminary injunction should issue against you, the said Bates Numbering Machine Company;

Now, THEREFORE, We do strictly command and enjoin you, the said Bates Numbering Machine Company, your officers, attorneys, agents, servants and employees, and each and every of you, under the penalties that may fall on you in case of disobedience, that you forthwith and until the further order of this Court, desist from any further use of the words "Bates Numbering Machine Company" as your corporate name or as such corporate name any other words which sufficiently resemble the trade name of the complainant's product, to wit: "Bates Numbering Machine," as to be likely to mislead or deceive the public into thinking or believing that the automatic hand numbering machines put out by you are the product of the complainant, and from employing or using the expression "Bates Numbering Machine" in connection with the sales of any automatic hand numbering machine not of the complainant's make, or in connection with the offering or advertising for sale thereof, and that you further desist from filling any orders or awards calling for a "Bates Numbering Machine" with a machine or machines of other make than that of the complainant or from seeking to induce prospective purchasers to change orders, proposals and awards calling for a "Bates Numbering Machine" so as to describe or specify a machine or machines of other make from that of the complainant, without at the same time clearly and unmistakably informing such purchaser that the machines made by you are not those made by the "Bates Manufacturing Company," and that such company and not you began to advertise and for many years exclusively advertised said machines by the trade name, "Bates Numbering Machine."

WITNESS the Honorable Melville W. Fuller, Chief Justice of the United States, at the City of Trenton, this fifth day of October, in the year of our Lord one thousand nine hundred and nine.

H. D. OLIPHANT, Clerk.

DELOS HOLDEN, Esq., Solicitor for Complainant.

We object to no competition that is fair. We do object to any concern trading upon our name and reputation and endeavoring to make the public believe that it is buying genuine Bates Numbering Machines when they are not made by us.

A Complete Copy of this decision will be mailed to anyone on request

**BATES MANUFACTURING CO., ORANGE, N. J.**

New York Office, 10 Fifth Avenue



an angel with a piece of holly in its hand, a gold horseshoe and mistletoe made of a patented composition and standing out boldly from the surface of the card.

In another series of eleven styles retailing at 10 cents there are a number of floral designs, mistletoe, holly, combined with various objects typical of the day like Christmas bells and good made horseshoes.

### POST CARD ALBUMS.

Post card albums of handsome appearance are being shown in the salesrooms of A. L. Salomon & Co., 345 Broadway, New York. The covers range from buffs to browns in delicate shades, and the prices at retail run from 10 cents to \$3.50. Many of them have designs in holly, showing both the berries and leaves in natural colors. A number of the designs are embossed. Other covers are made of linen. Some of these are heavily embossed with birds colored to the life. The birds are almost lifelike. The line is very extensive, containing 92 numbers.

### METAL DOGS.

Dogs in metal and measuring only about two inches in height are being sold by A. L. Salomon & Co., 345 Broadway, New York, for decorative purposes. The animals form a set, making a dog band. Each one stands on his hind legs and holds some musical instrument. One dog plays a cor-

net, another a trombone, the cymbals, a flute. A lifelike appearance is given to the images by a spring on which the heads are pivoted to move at the slightest touch. They sell at 15 cents retail and cost the trade \$1 per dozen.

### PLUSH GREETING CARDS.

Greeting cards of plush are a novelty taking with the trade. The background of each card is soft and velvety, and is illustrated with pictures of Christmas time, snowy roofs and windows opened on Christmas morning. In relief against the plush are lamp posts and telephone poles, to suggest messages appropriate to the season. The goods are on sale at the annex of the Tower Manufacturing and Novelty Company, at Leonard street, New York.

### GIFT CONTAINER.

Added to a long line of Christmas novelties which the Dennison Manufacturing Co., Boston, New York, Chicago, and St. Louis, is showing this year is the Gift Container. This article is made to hold handkerchiefs, gold coin, gloves and other Christmas gifts. Those meant for handkerchiefs are decorated with holly and a picture of Santa Claus is printed with words appropriate to the season. It makes an excellent Christmas package for either mailing or placing under the family tree the night before Christmas.

Cringle comes down the chimney. The other holders for gloves, money gifts, etc. are all made of heavy crepe paper and printed with rich colors.

### TOYLAND POST OFFICE.

Toy Town Post Office is a winning novelty for this season. It consists of a post office made of card board folded and lithographed in colors which has all the appurtenances of a regular postal establishment. There are envelopes and not papers, mail bag, stamp pad and lead pencils, drops for the letters, and supplies of stamps printed in different colors. The outfits come in three sizes and sell for \$1, 50 cents and 25 cents, and should prove excellent sellers, for they will take well with both girls and boys. The Milton Bradley Co., Springfield, Mass., makes the Toy Town Post Office for the trade.

### SAFETY RAZOR.

The well-known Gillette safety razor is now being made in a "pocket edition." The blade is the same size as in the old Gillette, but the whole article takes up less space and is more compact. This latest number is so thin that the case and all can be slipped into the vest pocket or into the side of a traveling bag. The American News Company, 9-15 Park Place, New York, is handling this size Gillette for the trade.

# Draw Your Own Conclusions



**123456**

FAC SIMILE IMPRESSION

*Model 49a*

is the best numbering machine of its kind made. Operates consecutively, duplicates and repeats. Capacity 1 to 999,999. It sells at \$5.00 and your commission is the most liberal ever offered on a similar class of goods. Always order by *Model Number*. It insures you against getting a "lemon."

**OUR** competitor, the Bates Manufacturing Company, desires us to make strenuous efforts to avoid confusion of our product with theirs.

We therefore desire to call special attention to the fact that *the machines made and sold by the Bates Machine Company are not those made by the Bates Manufacturing Company.*

The Bates Manufacturing Company was the first company organized by Edwin G. Bates, the inventor, designer and patentee of the Bates Machines for numbering. Mr. Bates subsequently left that company and organized the Bates Machine Company, which company alone is the owner of all the later patents and improvements of Mr. Bates.

*The Bates Manufacturing Company began to advertise and for many years exclusively advertised numbering machines by the trade name "Bates Numbering Machines."* The machines so made and advertised, however, are made under the rights procured by that company in Bates' older patents, which have now practically all expired.

We alone manufacture the New and Improved Machines under the later Bates patents. We have a new modern factory and our output of machines is ten times as great as that of the Bates Manufacturing Company.

We sell a newer and far better Numbering Machine for one-third the price that the Bates Manufacturing Company ask. And we make more money out of the business, at that.

So please be sure you don't buy the old-fashioned machines at three times the cost from our friends. Buy the new, up-to-date and very much better numbering machine which we alone have the right to make and sell.

To help you make more sales, we've arranged a series of "helps" in the form of printed matter, which we shall be glad to furnish free, and every piece of which will bear your name and address. We can't explain the plan in detail here, of course, but if you'll drop us a line, we'll be glad to tell you all about it.

**The Bates Machine Company**

**696-710 Jamaica Ave.**

**Brooklyn, N. Y.**



**AUG 22 1909**

FAC SIMILE IMPRESSION

*Model 47a*

is automatic, self-inking and is equipped with dates for the next 14 years. It also sells at \$5.00 and the commission is the same as on Model 49a.



# The Bates Manufacturing Co.

of Orange, N. J. Manufacturers of the ORIGINAL and ONLY  
Bates Automatic Hand Numbering Machine

obtained an injunction against The Bates Numbering Machine Company of Brooklyn for unfair and misleading competition.

**Dealers are warned against selling, as BATES NUMBERING MACHINES, AUTOMATIC HAND NUMBERING MACHINES not manufactured by the BATES MANUFACTURING COMPANY, ORANGE, N. J.**

THE UNITED STATES CIRCUIT COURT for the District of New Jersey, at a session held at Trenton, N. J., on October 2, 1909, issued a peremptory injunction restraining the defendant from any further use of the words BATES NUMBERING MACHINE COMPANY as its corporate name, and from using the expression BATES NUMBERING MACHINE in connection with the sales of any automatic hand numbering machines not of our make, or in connection with the offering or advertising for sale of such machines.

The injunction is sweeping in character. It insures protection to the public and to ourselves. Henceforth the public can be assured that automatic hand numbering machines offered for sale as BATES NUMBERING MACHINES or BATES AUTOMATIC NUMBERING MACHINES are the genuine product, to the perfection of which we have given many years of intelligent, patient effort. If our machine were not of high quality and efficiency, it would not be imitated—failures do not breed voluntary imitation. If the words BATES NUMBERING MACHINE did not signify the perfection of mechanical excellence in the eyes of the public—if they were not representative of honesty and merit, the infringement would never have resulted and it would never have

been necessary to issue the injunction, of which the following is a copy:

THE PRESIDENT OF THE UNITED STATES OF AMERICA  
TO  
(L. S.) BATES NUMBERING MACHINE COMPANY, its officers, attorneys, agents, servants and employees, and each and every of them, GREETING:

WHEREAS, In a certain action brought in our United States Circuit Court for the District of New Jersey by the Bates Manufacturing Company as complainant against you, Bates Numbering Machine Company, as defendant, it was ordered that a preliminary injunction should issue against you, the said Bates Numbering Machine Company;

Now, THEREFORE, We do strictly command and enjoin you, the said Bates Numbering Machine Company, your officers, attorneys, agents, servants and employees, and each and every of you, under the penalties that may fall on you in case of disobedience, that you forthwith and until the further order of this Court, desist from any further use of the words "Bates Numbering Machine Company" as your corporate name or as such corporate name any other words which sufficiently resemble the trade-name of the complainant's product, to wit: "Bates Numbering Machine," as to be likely to mislead or deceive the public into thinking or believing that the automatic hand-numbering machines put out by you are the product of the complainant, and from employing or using the expression "Bates Numbering Machine" in connection with the sales of any automatic hand-numbering machine not of the complainant's make, or in connection with the offering or advertising for sale thereof, and that you further desist from filling any orders or awards calling for a "Bates Numbering Machine" with a machine or machines of other make than that of the complainant or from seeking to induce prospective purchasers to change orders, proposals and awards calling for a "Bates Numbering Machine" so as to describe or specify a machine or machines of other make from that of the complainant, without at the same time clearly and unmistakably informing such purchaser that the machines made by you are not those made by the "Bates Manufacturing Company," and that such company and not you began to advertise and for many years exclusively advertised said machines by the trade-name, "Bates Numbering Machine."

WITNESS the Honorable Melville W. Fuller, Chief Justice of the United States, at the City of Trenton, this fifth day of October, in the year of our Lord one thousand nine hundred and nine.

DELOS HOLDEN, Esq.,

Solicitor for Complainant.

H. D. OLIPHANT,

Clerk.

We object to no competition that is fair. We do object to any concern trading upon our name and reputation and endeavoring to make the public believe that it is buying genuine Bates Numbering Machines when they are not made by us.

A Complete Copy of this decision will be mailed to any one on request.

**BATES MANUFACTURING CO., ORANGE, N. J.**

New York Office, 10 Fifth Avenue



Mr. and Mrs. William Henry Richardson

Announce the arrival of  
their little son

William Henry Richardson, Junior  
on the

Evening of Wednesday, the tenth of October  
nineteen hundred and nine  
One hundred and five  
Garfield Avenue

This is engraved on a card about  $3\frac{1}{2}$  x  $2\frac{1}{2}$  inches, a stork being embossed in upper left-hand corner.

#### CARDS OF THANKS.

The following "thanks" are engraved on a black bordered card, the size of the card and width of border being optional, the regulation correspondence card being usually selected, either oblong or square:

#### IV

Mrs. William Henry Richardson  
desires to thank

for kind inquiries during her recent illness  
Garfield Avenue  
One hundred and five

The family of  
Mrs. William Henry Richardson  
gratefully acknowledges

kind expression of sympathy  
and condolence

One hundred and five  
Garfield Avenue

(Size of card as Diagram IV.)

They may read "Mr. and Mrs. William Henry Richardson and family," etc., or

Mrs. William Henry Richardson  
gratefully acknowledges

kind expression of sympathy  
in her bereavement

One hundred and five  
Garfield Avenue

(Size of card as Diagram IV.)

#### Letter Openers Not Knives.

The board of United States general appraisers has sustained a protest filed by A. L. Silberstein regarding the classification of mother-of-pearl letter openers. Duty

was levied under a provision for "pocket knives." The importer alleged that the letter openers should be assessed at either 35 per cent as being in chief value of mother-of-pearl or at 45 per cent under the metal paragraph. General Appraiser Fischer, who writes the decision for the board, is sustaining the importer's contention finds that some of the openers are entitled to enter as mother-of-pearl, while the others are admitted at 45 per cent. as manufactures of metal not specifically provided for.

#### Breaks Typewriting Record.

H. Otis Blaisdell, of New York, who made a world's record on Nov. 26, for fifteen minutes' copying on a typewriter, made a new record Nov. 27, for an hour at St. Joseph, Mo., by writing 6,184 words, or an average of 103 words a minute. The previous record was made by Miss Rose L. Fritz, whose average was 95 words.

#### Charles T. Bainbridge's Sons.

Charles T. Bainbridge's Sons, Brooklyn, New York, have been incorporated for the purpose of manufacturing paper, wood pulp, etc., with a capital of \$100,000. The incorporators are H. C. Bainbridge, R. W. Bainbridge, H. C. Bainbridge and P. M. Bainbridge.

## DON'T BE HUMBUGGED!

ONE of our competitors, the Bates Manufacturing Company, is evidently in desperate straits and has been making a great hullabaloo over our use of the words **Bates Numbering Machine Company** as our corporate name, and from our using the expression **Bates Numbering Machine** in connection with the sales of automatic hand numbering machines of our manufacture.

Here are the facts in the case.

The Bates Manufacturing Company was the first company organized by Edwin G. Bates, the inventor, designer and patentee of the Bates machines for numbering. Mr. Bates left that company 14 years ago and organized **The Bates Machine Company**, which company alone is the owner of all the later patents and improvements of Mr. Bates.

The machines made by the Bates Manufacturing Company, on the other hand, are the crude, old-fashioned devices made under Bates' older patents, which have long since expired.

We alone manufacture the new and improved machines under the later Bates patents. We have a new, modern factory and our output of machines is ten times as great as that of the Bates Manufacturing Co.

At various times in the past, the Bates Manufacturing Company has attempted to restrain us from using the words **The Bates Machine Company** as our corporate name, but in every case the courts have decided against it.

#### About Our Name

There is a boiler manufacturer in New York known as the Bates Machine Company. In order to avoid confusion of our business with theirs, and at the same time have our name indicate the business we were engaged in, we had the word **Numbering** injected into our corporate name last January. The Bates Manufacturing Company at once proceeded to rehash an old chestnut and succeeded in securing a **temporary** injunction restraining us from using the word **Numbering** in our corporate name and from using the expression **Bates Numbering Machine** in connection with the sale of automatic hand numbering machines of our manufacture.

#### The End Is Not Yet

Please observe, however, that this is only a **temporary** injunction and that it restrains only **us**. The order of the Court can in no way be made to apply to anyone but ourselves, but to set any dealer's mind at ease who may have received one of the misleading circulars which the Bates Manufacturing Company has circulated, evidently with the intention of intimidating dealers,

we hereby unqualifiedly and unreservedly  
guarantee to protect any dealer from loss  
or damage due to selling or offering for  
sale any of the machines of our manufacture.

Dealers need not hesitate about disposing of any machines on hand, or from continuing to order machines from us. Remember, **the temporary injunction applies only to us**, and that we will protect you in every way.

We have complied with the Court's order by simply dropping the word **Numbering** from the name, thus going back to the old name we were known by previous to last January. All the machines that we are now making bear the revised name **Bates Machine Company**.

#### Modern vs. Ancient Methods

Don't forget that there has been progress made in the Numbering Machine field in recent years as in other lines, and the antique machines of nineteen years ago compare with the new up-to-date models of to-day just about as horse cars compare with the modern subway. So don't be behind the times by selling the clumsy devices of nineteen years ago. Sell only the down-to-the-minute models which we alone manufacture.

#### Machines On Approval

Dealers are hereby authorized to let responsible concerns have the Model 49A machine here shown for ten days free trial. Your customers can then try out the machine in their own way—put it to any test—compare it with others. If at the end of the trial period they find the machine to be just what they want, they can remit the price, \$5.00. Should the machine fail to make good, or prove the least bit unsatisfactory, the customer may return the machine to you and you in turn send it back to us—all of this at our risk and expense. We are advertising this 10-day trial offer in all the leading business magazines, and you will, no doubt, receive many requests for machines shortly.

**The Bates Machine Company**  
696-710 JAMAICA AVENUE  
Brooklyn, N. Y.



123456

TAO SIMILE IMPRESSION

Model No. 49A  
Numbering Machine

Operates  
Consecutively, Duplicates  
and Repeats.  
Capacity 1 to 999,999  
Automatically.

Sells at \$5.00.



**Important Clip Deal.**

An important announcement of interest to the trade is the conclusion of arrangements whereby the T pin patented by Geo. W. McGill, will in the future be made by the Oakville Company, of Oakville, Conn., and handled and sold exclusively by the Cushman & Denison Manufacturing Company, 240 West 23d street, New York.

Another announcement of importance is that the Ring clip, the Improved Gem clip, and the Manhattan Gem clip, also patented by Mr. McGill, will be sold only by the Cushman & Denison Manufacturing Company.

With the exception of the Ring clips, orders can be filled at once. The trade will be notified in the course of a few days when deliveries of the Ring clip will commence.

**Chas. T. Bainbridges' Sons.**

Last week the incorporation of the firm of Chas. T. Bainbridges' Sons, of Brooklyn, N. Y., was announced in these columns, and the reason for this movement is now explained. It was done for the purpose of better systematizing its business in all departments. The factory and paper mills of the firm are housed in three large buildings located at Cumberland street and Wythe avenue, the main entrance being at 2 Cumberland street. The firm has a total floor area of 73,500 square feet in its several

buildings. The business is one of the oldest in Greater New York, having been first established in the early 40's. Under the present firm name the business has been conducted since 1880. All the \$100,000 capital stock is held by H. C. and R. W. Bainbridge. The officers are H. C. Bainbridge, president; R. W. Bainbridge, vice-president; H. C. Bainbridge, Jr., treasurer, and Philip M. Bainbridge, secretary. The firm's phone number is 2041 Main.

**Carbon Paper Men Meet.**

The Ribbon and Carbon Paper Manufacturers' Association held a meeting at the Hotel Astor, on Dec. 8. In the evening the guests attended a banquet and renewed old acquaintances over the festive board. Only routine business was transacted.

**OBITUARY.**

ADOLF GROWOLL.

Adolf Growoll, for many years managing editor of *The Publishers' Weekly*, New York, died on Dec. 7 at the Hudson Street Hospital from injuries received on Nov. 27. He was 59 years old. Mr. Growoll was employed in the printing plant of *The Baptist Union* when a boy, and in 1877 entered the employ of Frederick Leopoldt in the issuance of *The Publishers' Weekly*, remaining with the publication until his death.

On June 19, 1907, Mr. Growoll com-

pleted thirty years of service in the office of *The Publishers' Weekly*, and his associates presented him with a handsome loving cup. The following year twenty-four friends gave him a surprise dinner at the Players' Club in celebration of the fiftieth anniversary of his connection with the book trade.

**Wants Graphite.**

An importer and wholesale dealer in graphite in a European city advises an American Consul that he desires to get in touch with American firms exporting it that are not represented in the city in which he is located. Correspondents should be conducted in German.

Write to the Bureau of Manufactures, Washington, D. C., and mention file No. 4,188 for additional information.

**Airship Cards.**

Airship cards are the latest foreign novelty introduced to the American trade. These post cards, made in Germany by expert lithographers, are examples of the best airbrush effect. The design reveals a colored picture inserted in the body of a dirigible balloon outlined in gold, which is surrounded by embossed clouds. Four illustrations showing landscape and marine views make up the set. The cards have been imported for the trade by Leubrie & Elkus, 18 East 14th street, New York.

# Draw Your Own Conclusions



**123456**

FAO SIMILE IMPRESSION

**Model 49a**

is the best numbering machine of its kind made. Operates consecutively, duplicates and repeats. Capacity 1 to 999,999. It sells at \$5.00 and your commission is the most liberal ever offered on a similar class of goods. Always order by **Model Number**. It insures you against getting a "lemon."

**OUR** competitor, the Bates Manufacturing Company, desires us to make strenuous efforts to avoid confusion of our product with theirs.

We therefore desire to call special attention to the fact that *the machines made and sold by the Bates Machine Company are not those made by the Bates Manufacturing Company.*

The Bates Manufacturing Company was the first company organized by Edwin G. Bates, the inventor, designer and patentee of the Bates Machines for numbering. Mr. Bates subsequently left that company and organized the Bates Machine Company, which company alone is the owner of all the later patents and improvements of Mr. Bates.

*The Bates Manufacturing Company began to advertise and for many years exclusively advertised numbering machines by the trade name "Bates Numbering Machines."* The machines so made and advertised, however, are made under the rights procured by that company in Bates' older patents, which have now practically all expired.

We alone manufacture the New and Improved Machines under the later Bates patents. We have a new modern factory and our output of machines is ten times as great as that of the Bates Manufacturing Company.

We sell a newer and far better Numbering Machine for one-third the price that the Bates Manufacturing Company ask. And we make more money out of the business, at that.

So please be sure you don't buy the old-fashioned machines at three times the cost from our friends. Buy the new, up-to-date and very much better numbering machine which we alone have the right to make and sell.

To help you make more sales, we've arranged a series of "helps" in the form of printed matter, which we shall be glad to furnish free, and every piece of which will bear your name and address. We can't explain the plan in detail here, of course, but if you'll drop us a line, we'll be glad to tell you all about it.

**The Bates Machine Company**

**696-710 Jamaica Ave.**

**Brooklyn, N. Y.**



**AUG 22 1909**

FAO SIMILE IMPRESSION

**Model 47a**

is automatic, self-inking and is equipped with dates for the next 14 years. It also sells at \$5.00 and the commission is the same as on Model 49a.



# Here's Good News For The Numbering Machine Trade



Price \$5.00

123456

FAC SIMILE IMPRESSION

**D**EALERS are hereby authorized to let responsible concerns have the Model 49A Numbering Machine here illustrated for ten days' free trial.

Your customers can then try out the machine in their own way—put it to any test they choose—compare it with others. And then if they are not satisfied that ours is the best machine of the kind they ever saw, the machine may be returned to you and you in turn send it back to us—all of this at our risk and expense. If, on the other hand, your customers are convinced that ours is the machine they want—if it has satisfied them completely, they can pay you the price, \$5.00.

## A FAIR TEST ALL WE ASK

We are making this offer to prove conclusively just how far superior our machine is to every other make. Other machines must be watched. They're crudely made. They get

out of order. They slip up occasionally—misnumber the records—make costly mistakes. And all dealers know how expensive it is to have the old-fashioned machines of other makes repaired, to say nothing of the hard feeling often caused when your customer learns the true situation.

## OUR MACHINE IS INFALLIBLE

It can't make mistakes. And it is made to last—to give the utmost satisfaction. The frame is made of the best drawn steel, thus securing the maximum of strength with the minimum of weight. The wheels—the most important parts of a numbering machine—are made of nickel-bronze. And the figures are engraved, not cast, as in the inferior makes. The figures

are finely proportioned, perfectly legible under all conditions, and add materially to the appearance of your records. The machine is self-inking. It numbers automatically from 1 to 999,999 consecutively, and has also the duplicate and repeat actions. A simple pawl changes the operations. The machine weighs but 12 ounces, operates rapidly, noiselessly, surely.

## DON'T BE MISLED

or deceived by any confusion of names. There's another numbering machine made by a concern with a name somewhat similar to ours. It is a crude, old-fashioned two-pound device made under one of Mr. Bates' older patents granted nearly a score of years ago, and which has long since expired. Its the *original* numbering machine all right (you can tell this the minute you see it). There has been progress made in the numbering machine field, however, as in other lines, and the numbering machine of a score of years ago compares with the new improved machines of to-day just about as horse cars compare with the subway.

We alone manufacture the new and improved machines under the later Bates patents. We have a new, modern factory—the largest in existence devoted to this industry—and our output of machines is ten times as great as that of the "other fellows." We employ all the most skilled numbering machine mechanics of the world and our product is known in every civilized country as *Standard*.

Our machines are *not* imitations nor are they in any way similar in appearance or construction to the clumsy affairs of a score of years ago. We have no "wizzards" nor "fizzles" in any form to offer you. We *do* offer you machines that are strictly up-to-date—the product of modern methods at one-third the price of the antique kind.

## A RICH HARVEST FOR THE DEALER

We are using full-page space in all the leading business magazines to advertise this 10-day trial offer and as all the requests for machines will immediately be turned over to the nearest dealer, you can expect to receive many requests for machines shortly.

## The Bates Machine Company

696-710 Jamaica Ave.

BROOKLYN, N. Y.

# Cordova Super Cover

is a Product of

Super strength, especially desirable for Telephone Directory Covers or any Catalogue Work where good wearing qualities are wanted.



ASK US FOR SAMPLE BOOK.

**DETROIT SULPHITE  
PULP & PAPER CO.**

*Makers of Papers of Strength*

**Detroit - Michigan**

WRITE NOW FOR SAMPLES OF

# THE STATE FLOWER SERIES OF TABLETS,

the newest and most attractive line placed on the market this season, consisting of the following subjects,—

California Poppy, Connecticut Laurel, Maine Pine, Colorado Columbine, Illinois Violet, New

York Rose, New Hampshire Golden Rod, Virginia Lily. Manufactured by

**THE SMITH TABLET CO., INC.**

New York Office: 396 Broadway.

Factory: Holyoke, Mass.

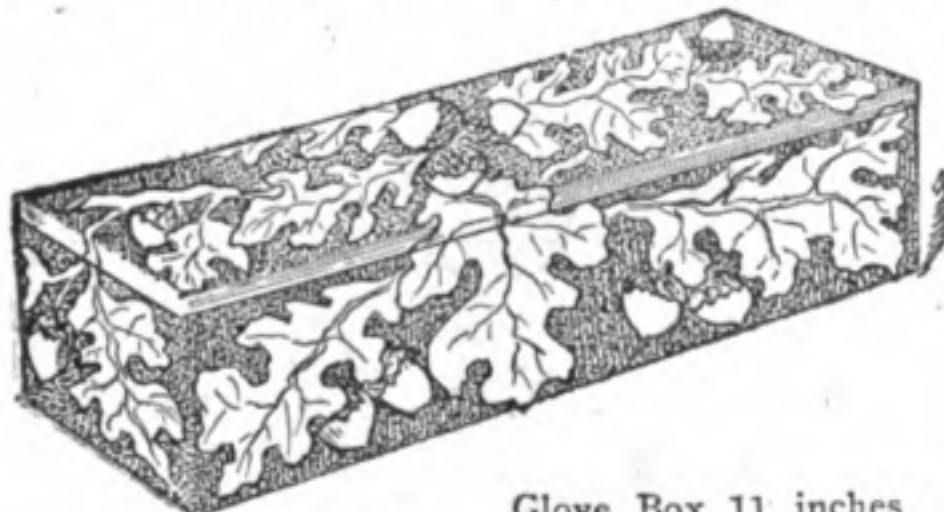
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trade of dealers who cater to banking and insurance concerns, railroad offices and other large enterprises. The file is made of fine grade leather, lined with stout canvas, and completely indexed.

### BRASS WORK.

The art of decorating pieces of brass with floral and other designs lately revived, after the public had lost interest in old-fashioned repousse or hammered brass work so popular ten years ago, furnishes numerous households with pleasant winter



Glove Box 11 inches

109B. Brass mounted .....\$1.10  
124B. German silver mounted..... 1.35

night diversions. The artistically inclined members of the family if possessed with an eye for form and a manual dexterity of reasonable development is usually able to complete a pleasing article similar to those shown in the illustrations. But in order to do this the amateur must have an equipment of proper tools to perform his artistic labors. Outfits for this pierced brass work made by F. Weber & Co.,

Philadelphia, are complete in every respect and sell at popular prices. Besides the tools for this kind of work, articles already stamped with attractive designs are being sold by the company. The three ac-



Cabinet Frame 8x10 inches  
74B, Brass Mounted, \$0.75

companying cuts indicate the style of design. The line includes mirrors and frames, tankards, tea trays, hat hangers, and even jardiniere stands, all ready with stamped designs in brass for the operator to begin work.

Speaking sotta voce to stationers, it might be said that brass work has become such a universal fad that now is the time to turn money over quickly on a large demand for the goods. There is something about their appearance that arrests at once the attention of any one who sees the patterns. An article having this merit, no matter what it is, is already half sold.

### VALENTINE PICTURES.

Dainty pictures of beautiful women in antique brass frames are selling in large numbers, especially those that Geo. E. Newcombe & Co., 621 Broadway, New York, has brought out for St. Valentine's day. These pictures have round and oval frames. A heart attached to small ribbon



Two-Opening Cabinet Frame 10½x14 inches  
128B, Brass Mounted, \$1.30

and containing words appropriate to the season is suspended from the lower part of the frame. These pictures, inexpensive in price, are selling wherever placed.

Some men run the government from the cracker barrel at the corner grocery. Others keep busy earning enough to feed their families.

## Here's Good News For The Numbering Machine Trade



Price \$5.00

123456

FAC SIMILE IMPRESSION

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**The Bates Machine Company**

696-710 Jamaica Ave.

BROOKLYN, N. Y.





Get Anchored  
to

# JAENECKE'S INKS

and Your Ink  
Troubles Will  
Be Fewer in  
1910.

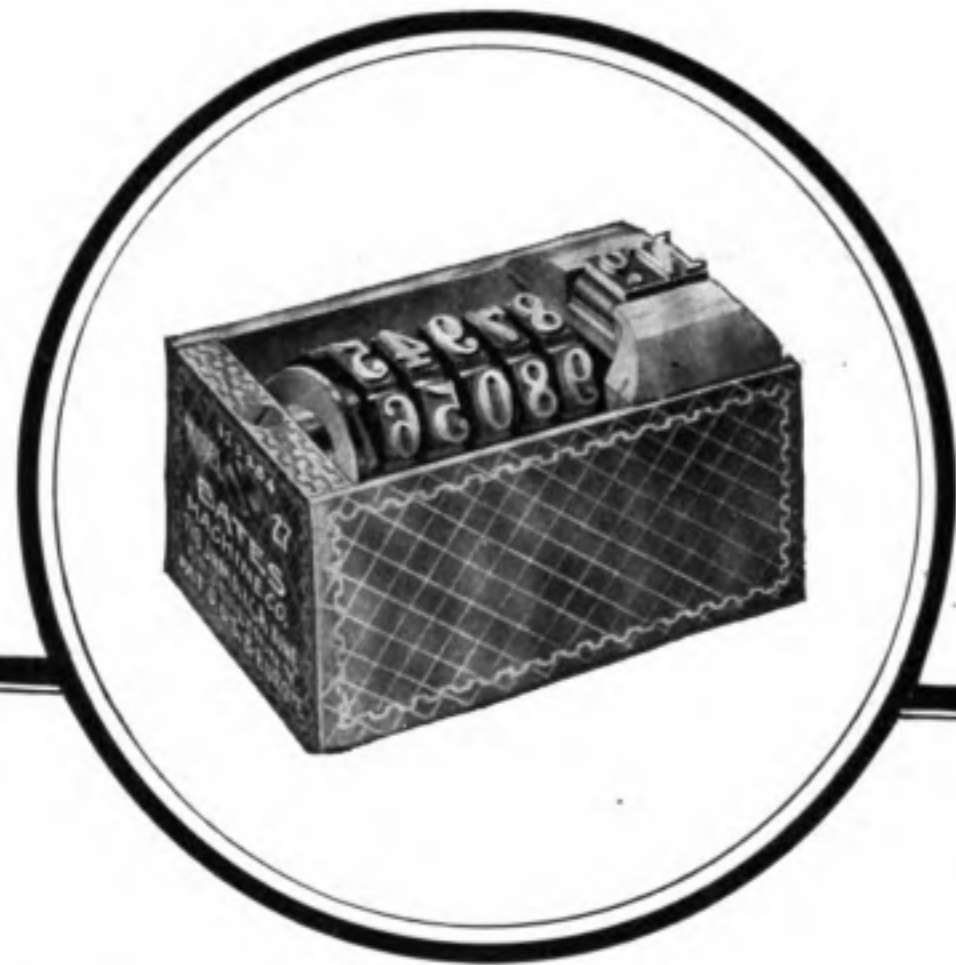
THE QUALITY IS  
ALWAYS RIGHT

THE PRICE  
IS RIGHT

**The Jaenecke Printing  
Ink Company**

Main Office and Works, Newark, N. J.  
Chicago Office, 351 Dearborn Street  
NEW YORK PHILADELPHIA ST. LOUIS

1-3



## Here's The Best Press Numbering Machine You Can Buy

**B**ATES MODEL 27A possesses every good feature that a press numbering machine should have. It is

**Adapted to any press** made to print from type and will meet all the requirements of any ordinary printing establishment.

**Easy to operate** because of its simplicity in construction.

**Absolutely accurate** because made by the most skilled numbering machine mechanics in the world.

**Extremely durable** because constructed of the finest material money can buy.

**Sold at a reasonable price—\$8.00.**

### **Bates Model 27A**

is type-high and may be locked in the chase with the form or used separately to print numbers only. Size  $1\frac{1}{2} \times 1\frac{5}{16}$  inches. The working parts are made of a highly tempered carbon steel—the frame of a tough bronze metal that possesses extraordinary durability. The figures, engraved on the best quality steel wheels, are practically indestructible. The machine is automatic and numbers from 1 to 99,999 consecutively. Every machine is tested up to 15,000 impressions per hour and is guaranteed to be perfect in every way. We will immediately refund money should any machine prove the least bit unsatisfactory.

For sale by dealers everywhere.

**Telegraph Orders Filled  
Immediately**

A reserve stock of 1000 machines is maintained by us for rush orders. Wire us at either address mentioned below.

**The Bates Machine Company**

696-710 Jamaica Avenue . . . Brooklyn, N. Y.  
315 Dearborn Street . . . Chicago, Ill.

33



## Roberts Numbering Machine Co.

Successor to The Bates Machine Co.

696-710 Jamaica Ave., Brooklyn, N. Y.

MODEL 27A



**Nº 12345**

FAC SIMILE IMPRESSION

Size  $1\frac{1}{2} \times 1\frac{5}{16}$  inches

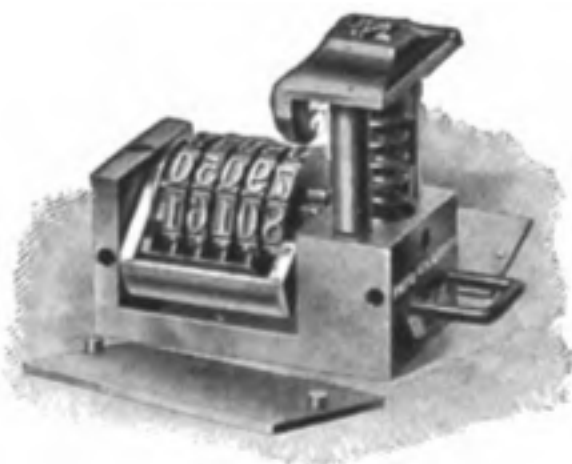
### ROBERTS' MACHINES

UNEQUALLED RESULTS — MAXIMUM ECONOMY

View Showing Parts Detached  
for Cleaning

NO SCREWS

To Number Either Forward  
or Backward



FOR GENERAL  
JOB WORK

ABSOLUTELY  
ACCURATE

FULLY  
GUARANTEED

SIDE PLATES  
WITHOUT SCREWS

ALWAYS IN STOCK

FIVE-FIGURE WHEELS

# Advertisertypes "print up" Ask any advertiser

WE MANUFACTURE and  
guarantee *Newspaper* and  
*Magazine* advertising plates.  
*Booklet* and *Catalog* printing plates  
that print up sharp and clear.

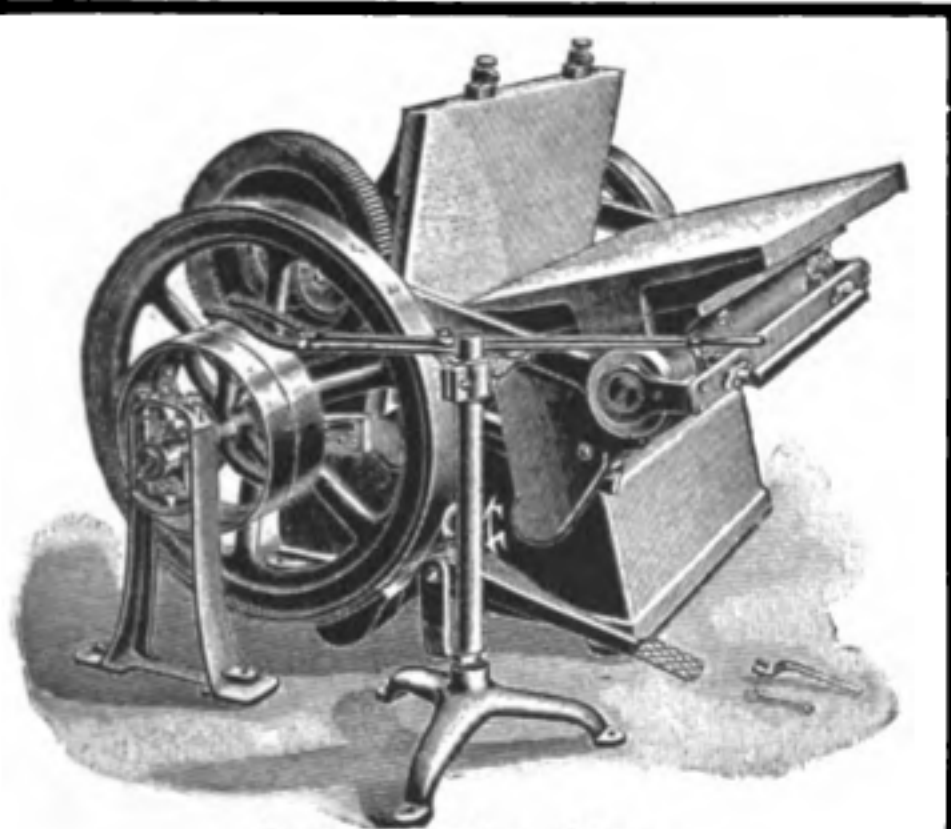
We ship direct to publications  
and care for patterns.

Our capacity, 60,000 column  
inches plate matter a day.

**Advertisertypes** cost no more than the ordi-  
nary kind of printing plate.

**Advertisers' Electrotyping Co.**  
501 to 509 Plymouth Place Chicago, Ill.

# GALLY "UNIVERSAL" *Cutters and Creasers*



Built in Five Sizes  
From 20 x 30 in. to 30 x 44 in.

are universally known and accepted as reliable  
"cost reducers" and high character of product.

## For Cutting and Creasing

the M. Gally "Universal" stands at the head  
of its class.

Adapted for either stamping or paper-box cutting. Is so constructed as to insure economical maintenance and operation, therefore must necessarily be a satisfactory press.

SUPPOSE YOU ASK FOR OUR ILLUSTRATED CATALOGUE. THERE ARE  
MANY OTHER MACHINES MENTIONED THAT WILL LIKELY INTEREST YOU

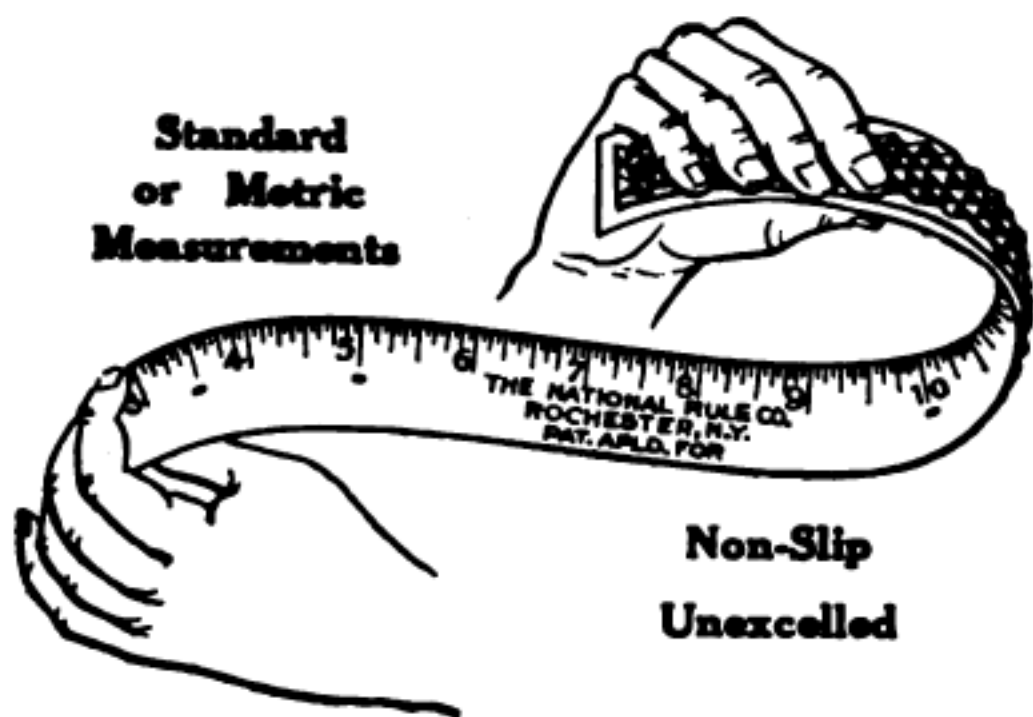
**THE NATIONAL MACHINE COMPANY** MANUFACTURERS HARTFORD, CONN.

Sole Canadian Agents: MILLER & RICHARD, Toronto and Winnipeg.



# STATIONERS

Standard  
or Metric  
Measurements



Non-Slip  
Unexcelled

We manufacture the only Graduated Steel Rule on the market. Sold through the Stationery trade.

Made from thin flexible steel with rubber base.

Graduated in Standard and Metric Measurements

Will not carry ink on its edges. Free from slipping.

Useful as a paper-cutter, paper-weight and measuring instrument.

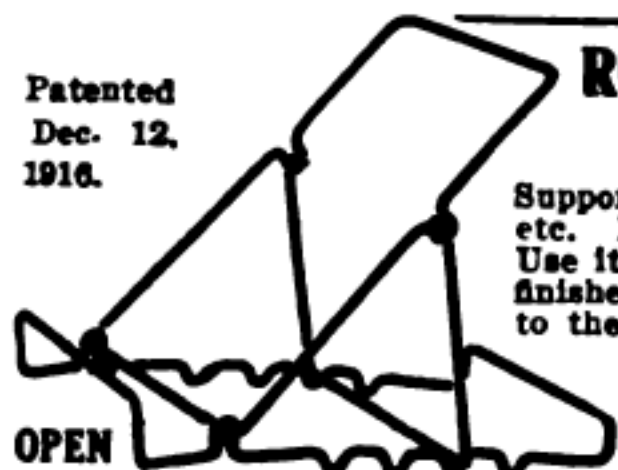
Used by Bankers, Government Officials and large offices throughout the United States.  
(Price list mailed on application)

**THE NATIONAL RULE COMPANY**

Manufacturers

**ROCHESTER, NEW YORK**

Patented  
Dec. 12,  
1916.



## ROYAL COLLAPSIBLE EASEL and DISPLAY STAND

Supports any article, bottles, books, pictures, etc. Excellent as stenographers' copy holder. Use it to display your own goods. Comes in two finishes—tinned and oxidized. Liberal discounts to the trade.

ROYAL MANUFACTURING CO.  
406 Commerce St. Philadelphia, Pa.



No. 126

## Van's Log Cabin Penholder ASSORT- MENT

Contains

3 doz. Pens  
3 doz. Holders

Cabin made of burnt-wood—unique and attractive.

**MILLER BROS.  
CUTLERY CO.**

New York Office:  
309 Broadway  
Works: Meriden, Conn.

## SCHOOL AND OFFICE RULERS

"THE UP-TO-DATE LINE"

Being prepared. Send your address that we may mail catalog, price list and samples as soon as ready.

**UP-TO-DATE ADVERTISING COMPANY**

T. E. Tuttle, Mgr. Ruler Dept. Dept. E., CANISTEO, N. Y.



If you want a paper clip that has the grip; that does not rob files; that is reversible; that fastens on the corner, top, side or bottom; that will appeal to your trade and mean a 200% profit—Get Wing's.

## WING PAPER CLIP COMPANY

Harrison Bldg.

Philadelphia, Pa.



**1917 Lines** Now Ready

CHRISTMAS AND  
NEW YEAR

Our Salesmen Will See You Shortly

**THE HARBISON COMPANY, Inc.**, 118 E. 28th St., New York, N.Y.

## POMEROY'S

WRITING FLUIDS, ETC., ETC.  
MODERN (BLUE-BLACK)  
NON-COPYING CARMINE  
RUBBER STAMP INKS  
HECTOGRAPH INKS  
MUCILAGE—PASTE, ETC.

Send for Samples and Price List

**POMEROY INK MFG. CO.**

55-57 East Park Street

Newark, N. J.

## EFFICIENCY

# BATES NUMBERING MACHINES

Are used by the ARMY and NAVY

IF they are GOOD ENOUGH for UNCLE SAM why not for  
YOUR customers' requirements

**BATES MANUFACTURING COMPANY**

Sales Dept., 50 Church Street

NEW YORK CITY

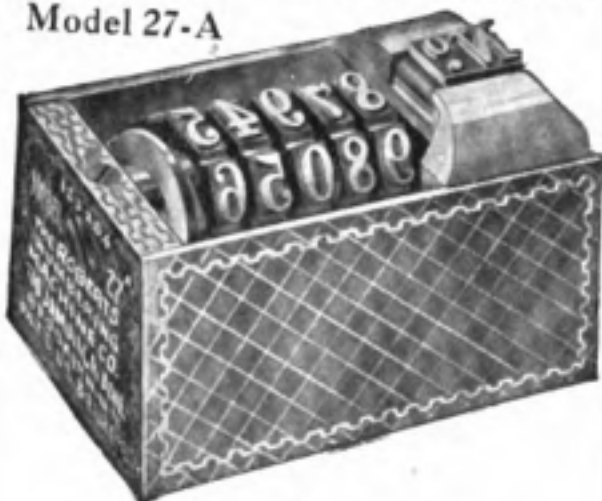




# Roberts Numbering Machine Company

696-710 Jamaica Avenue, Brooklyn, N. Y.

For General Jobwork  
Model 27-A



**No 12345**

Facsimile Impression  
Size  $1\frac{1}{2} \times \frac{5}{8}$  inches.

**UNEQUALED RESULTS  
MAXIMUM ECONOMY**

**NO SCREWS**

To number either forward or backward.  
**FULLY GUARANTEED**  
Send for illustrated catalog and prices

In stock and for sale by all branches  
of the American Type Founders Co.  
and all Type Founders.

**New Model 69**

Made in 7 Different Styles  
of Figures and with a Ca-  
pacity from 4 to 8 Wheels.



**Style K**

**123456**

## Levant Paper

### Dignity of Fine Leather

The problem of getting satisfactory and convincing "leather effects" for booklets and catalog covers is easily settled with **Levant Cover Paper**.

**Levant Covers** are made to simulate in texture and colors the finest **Levant** leather, and so close is the resemblance that it needs the sense of touch to convince the observer that the material is paper, and not leather. In addition to its beauty, **Levant** has good wearing qualities.

Ordinary skill and the simplest of decoration combined with **Levant Cover Paper** will produce catalog and booklet covers that are rich, luxurious and dignified — and very practical.

**Levant** jobs reflect credit on yourself and your customer.



Send for our beautiful  
Suggestion Book, and the  
latest issue of that unus-  
ual house-organ **XTRA**.

**C. H. Dexter & Sons**  
Incorporated  
Windsor Locks, Conn.

## For Catalog Covers

## Chandler & Price Semi-Steel Chases

Here is a chase that is guaranteed against breakage. It is 50% stronger than the cast-iron chase. If a C. & P. Semi-Steel Chase ever breaks, a new one will be furnished to replace it.

Chandler & Price Chases are made with round corners inside, instead of the square corner at which the crack usually starts. The inside edges are milled two at a time, by a process which makes the opposite sides perfectly parallel and insures

their being square with the other two sides of the chase. The form always locks up true and stays put in a C. & P. Semi-Steel Chase.

Keep enough Semi-Steel Chases on hand so that you don't have to frequently unlock and relock live forms.

MANUFACTURED BY

**The Chandler & Price Co., Cleveland, Agencies in All Principal Cities**

**The Chandler & Price Semi-Steel Chase — Guaranteed Against Breakage**



THE NEW  
**Roberts Model 66**  
"MIDGET" DATING MACHINE



\$6.00

\$6.00

FEB 23 '28

A C SIMILE IMPRESSION

Above Illustration shows Actual Size of Machine

Contains only twenty-five parts!

Has only two screws!

Can't get out of order. Will last a lifetime.

Is only  $3\frac{3}{4}$  inches in height,  $1\frac{1}{4}$  inches in width, and weighs just 5 ounces—a real Midget in Metal Dating Machines. It is of steel construction throughout except the wheels which are of a nicked bronze composition. Figures are deeply engraved to give clear and distinct impressions. The pad swing is geared directly to the wheel case, insuring positive inking and operation at all times. Above illustration shows actual size of machine.

This model will undoubtedly be the best seller on the market among dating machines. Order your supply now.

*Mr. Dealer:—Model 66 may be included with our popular Models 37, 47 and 49 in an assorted order at liberal quantity discounts. Write for information.*

**THE ROBERTS NUMBERING  
MACHINE CO.**  
694-710 JAMAICA AVENUE  
BROOKLYN, N. Y.

location as the store where he had the account? If so, it may mean that dealer and customer are personally acquainted, and that the dealer did not take much trouble to secure credit information about the customer. Is the store located in a different part of the town? This may indicate that personal friendship was not the basis for granting credit, and that the dealer had to secure credit information and references before opening the account. The dealer could call these merchants on the telephone or write to them for confidential information about the applicant.

Information about occupation is very important. Long experience in handling all sorts of credit risks has taught credit men that occupation often points to a man's good or bad intentions to pay, and ability to stick to terms. For instance, it is one of the axioms of the credit office that railroad men are the best credit risks, due to the fact that their work makes them systematic and punctual in carrying out their promises. A professional man who receives a regular income is a good risk, especially when he lives within his means and is the head of a family.

The reason is that such a man cannot stand the humiliation resulting from neglect to pay bills, a fact that will not deter many a wage earner, or for that matter some merchants. Neither should credit be given to people of intemperate habits, to gamblers, and to those unable to care for themselves at the least turn of personal adversity.

"A rule that can be safely followed," says an authority on credit, "is to put the burden of proof upon the credit seeker, assuming that, if he wants to obtain the merchant's goods in exchange for a promise of future payment, he should be willing to state on what terms he bases his expectation of being able to pay at times agreed upon."

Of course, there will always be people who object to making written statements about themselves, and cases will arise when the small dealer might have to neglect this detail.

It is up to the dealer to do a certain amount of educational work among his customers to get them out of this state of mind, and to show them that in furnishing information called for they are doing so for mutual advantage.

\* \* \*

### Elbe Co.'s New Catalogs

New catalogs showing price reductions of 10 to 20 per cent. have been issued by the Elbe File & Binder Co., Inc., 215-217 Greene Street, New York. The company has also distributed to the trade a new school goods catalog and price list. The Elbe line of school goods for fall, 1921, to spring, 1922, is large and unusually attractive. It includes student's note book covers and fillers in a wide range of sizes, collegiate note books complete, school rings, snap binders and the well-known Elbe spring binders. The latter is an improved loose sheet holder, with exceptionally powerful grip and an inner folder. Prices have been materially reduced, and the Elbe line of school goods is likely to meet with an extraordinary demand during the present year.

\* \* \*

### New Yawman & Erbe Sales Office.

The Yawman & Erbe Mfg. Co., Rochester, N. Y., has established a sales office at Dayton, Ohio. H. T. Lambricht is manager. The office is located at 404 Mutual Home Building.

FOR SALE—One of the largest and best equipped stores in Central Ohio, carrying Office Supplies, Books, Stationery, etc., centrally located, established 17 years. Address, R. M., Box 945, Newark, Ohio.

WANTED—Salesmen who visit retail stationery stores throughout the country can make good money with a well established article as a side line. Samples can be carried in vest pocket. Liberal commission. Large territory. Address, Box 1, care of WALDEN'S STATIONER.



# Roberts Model 49

FOR NUMBERING GENERALLY



314752 123456  
STYLE A STYLE H

12345  
STYLE G

6 WHEELS, STYLE A OR H  
5 WHEELS, STYLE G  
CONSECUTIVE, DUPLICATE  
AND REPEAT

Most popular automatic numbering machine on the market, moderately priced, accurate and durable.

Only the very best material used. Made with the best workmanship in the largest numbering machine factory in the world under our own patents.

Weighs only 12 ounces and has the smoothest of actions. Can be handled with remarkable speed and accuracy. M

Many thousands in use all over the world!

Seventy-five other models. Send for illustrated catalog and price lists.

Liberal Discounts to the Trade!

Special Machines to Order

**THE ROBERTS NUMBERING  
MACHINE CO.**

694-710 JAMAICA AVENUE  
BROOKLYN, N. Y.



*Are you looking for cash sales?*

Here is a live specialty that will put money in the cash drawer

*The wonderful*

## Whispering Mouthpiece

A simple attachment for the telephone. Will give privacy to the user when talking. Is made of glass and is sanitary.

SOLD ON A GUARANTEE

It's a wonder and offers good profits. Our handsome three-color display card literally sells this specialty on sight.

THE WHISPERING MOUTHPIECE

Place a card on your counter at once. Write us for full information and prices

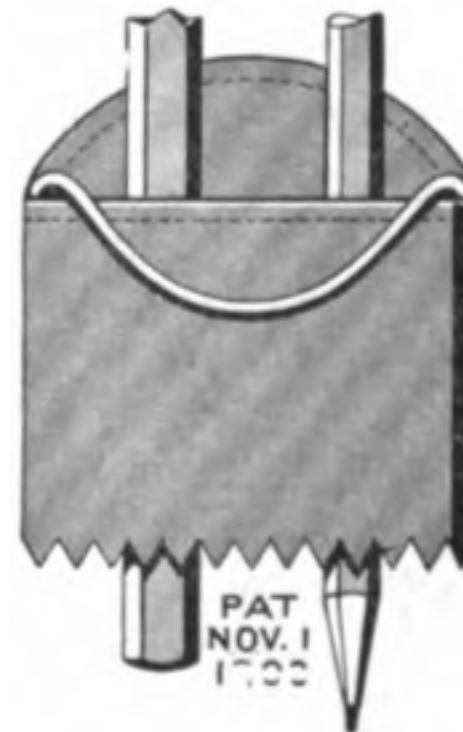


**THE VALLEY CITY NOVELTY CO.**

ELECTRICAL SPECIALTIES

565 W. WASHINGTON BLVD.  
CHICAGO

## The SAFETY Fountain Pen and Pencil Holder



Fits any pocket. Holds securely one to six pens or pencils.

Absorbs ink from leaky fountain pens. Preserves pencil points.

"Jobbers" Write Us for Discounts and Samples

Manufactured by

**The Valley City Novelty Co.**

Grand Rapids, Michigan



# LIST PRICES REDUCED!

Dealer's Profit Increased!



314752 123456  
STYLE A STYLE H  
12345  
STYLE G

## CONSECUTIVE, DUPLICATE and REPEAT

We are pleased to announce a reduction in the prices of several of our machines effective September 1st, 1921.

In making this price reduction in spite of unreduced manufacturing costs, it has been our aim to assist the dealer in securing a more rapid turnover of our product and consequently a larger profit.

At the new prices and discounts your percentage of profit is increased!

We have absorbed the full amount of the reduction and provided the larger margin of profit as an incentive to you to push the sale of our various models.

Send for new price list and discount sheet applying to Catalog 19-G.

*Special Machines to Order*

**THE ROBERTS NUMBERING  
MACHINE CO.**

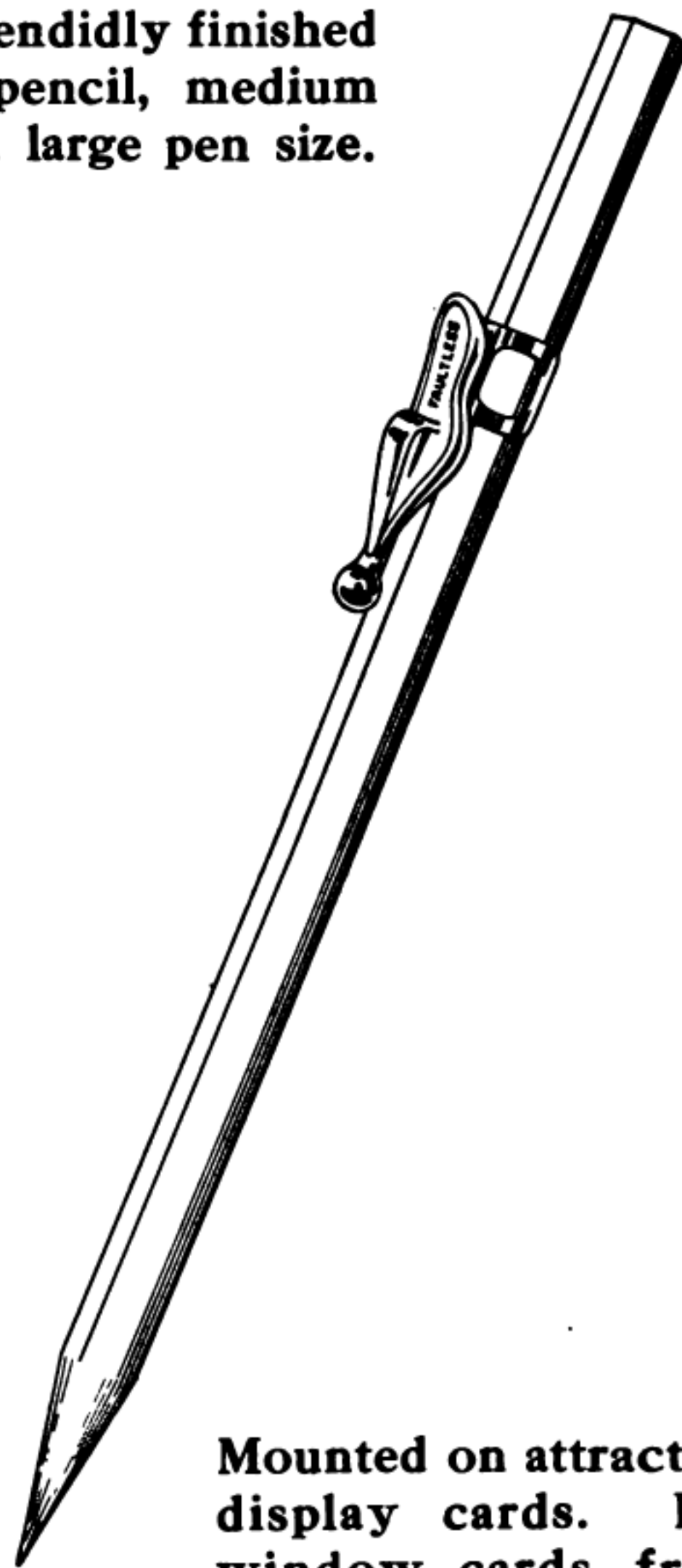
**694-710 JAMAICA AVENUE  
BROOKLYN, N. Y.**

# CLIPS VAN VALKENBURG

For Pen and Pencil. Made by the pioneer clip manufacturer.

The best and therefore the best selling clips on the market.

Splendidly finished in pencil, medium and large pen size.



Mounted on attractive display cards. Big window cards free.

*Write for Prices*

**L. D. Van Valkenburg Co.**  
HOLYOKE, MASS.

New York  
225 Fifth Avenue

Chicago  
202 So. State

San Francisco  
444 Market



# LIST PRICES REDUCED!



MODEL 49 PRICE \$7.50

314752 123456  
STYLE A STYLE H  
12345  
STYLE G

6 WHEELS, STYLE A OR H  
5 WHEELS, STYLE G  
CONSECUTIVE, DUPLICATE  
AND REPEAT

We are pleased to announce a reduction in the prices of several of our machines, effective January 3, 1922.

In making this price reduction it has been our aim to further stimulate business and assist in securing a more rapid turnover of our product and consequently a larger profit for the dealer.

At the new prices and discounts an increased turnover is assured.

Attention is particularly called to the large assortment of models 37, 47, 48, 49, 50 and 66 in lots of only *one-half dozen* or more to secure the quantity discount. Take advantage of the opportunity to obtain a larger return on your investment.

We look forward with confidence to a stimulation of sales and extend to you our best wishes for a Brighter and More Prosperous New Year.

*Send for New Prices and Discounts*

*Special Machines to Order*

**THE ROBERTS NUMBERING  
MACHINE CO.**  
694-710 JAMAICA AVENUE  
BROOKLYN, N. Y.

# DEFIANCE MANUFACTURING COMPANY

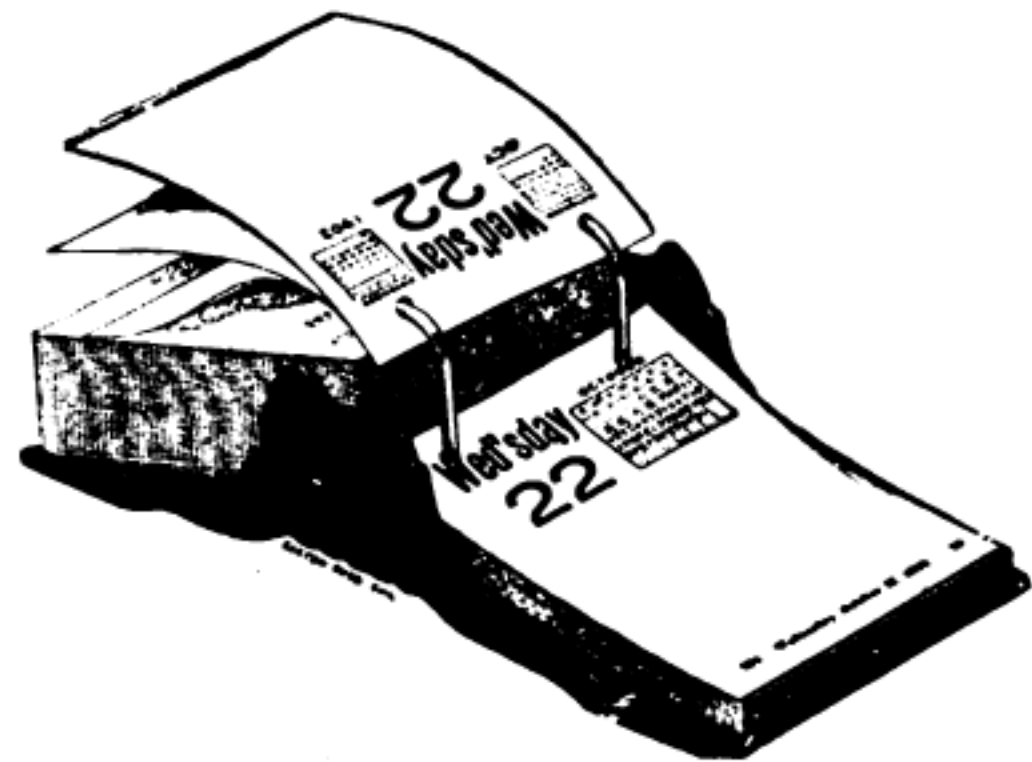
HOUSE OF SERVICE

384 BROADWAY NEW YORK CITY

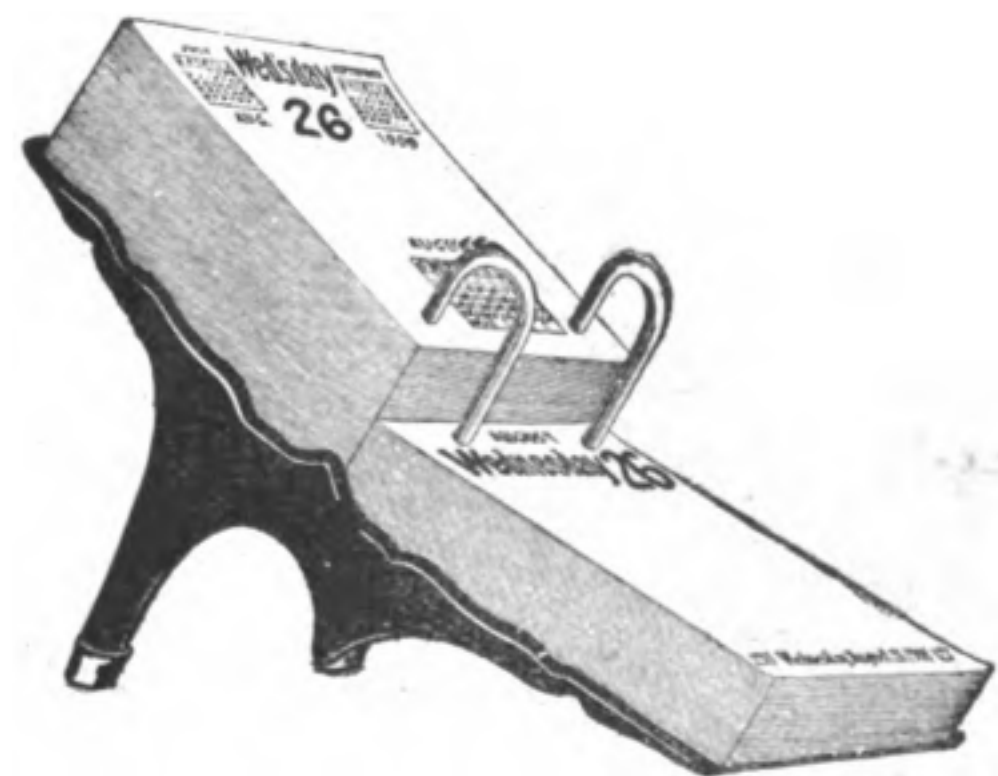
## IMPORTANT ANNOUNCEMENT

**W**E HAVE recently acquired from the Hale Specialty Company of Chicago the well-known Perfection line of Desk Calendars, and shall manufacture and distribute them in continuation with our already well established line, including the Gem, Deskaid, Defiance Bond and Favorite Weekly Reminders. We shall positively maintain the high standard for which the Perfection Calendars have been noted.

Below are illustrated two well-known numbers.



PERFECTION NO. 10



PERFECTION NO. 50

Largest Calendar Manufacturer in United States  
SEND FOR OUR CALENDAR CATALOGUE



## Have You Tried It?

Dealers who try this perfected stylo pen are pleased from the start. The same rapid, uniform work it does for them when they try it themselves, it later does for their customers—delightfully surprising people who have been waiting for a good stylo. Off at the very first stroke—writes evenly till dry. No leaking, no stuttering. A self-filler, too. Made in twenty-four attractive styles retailing at \$2.25 up. Try B. B. Stylo yourself.

*Write for sample and plan*

**B.B. STYLO COMPANY, Inc.**  
852 Dekalb Avenue - Brooklyn, N. Y.

## Stationers

Interested most in  
selling quality

## CARBON PAPERS and TYPEWRITER RIBBONS

under private brands should take  
advantage of our special service  
department for this purpose

Distinctive and dependable lines  
which build for you a repeat custom

*Write Dept. D. B.*

## Manifold Supplies Company

*Manufacturers since 1896*

**BROOKLYN, N. Y.**  
(Station L)



## Everybody Knows Bates Machines for Automatic Numbering

**O**LD friends are best. The top-notch reputation enjoyed by BATES Machines for over a quarter century provides the selling impetus which live dealers demand.

Automatic office specialties lead in quick turn-over and substantial profits—particularly BATES Machines. The only come-back on BATES Machines is a come back for more.

Every BATES Machine you sell in your town is an advertisement for YOU because it means a satisfied customer.

Write today for full information and quotations on all types of BATES Machines. Remember, they are "a necessity in every business."

**Bates**  
MANUFACTURING CO.

*Factory: Orange, N. J.*

*Address Dept. A., Sales Office: 50 Church St., N. Y. City*

*Note dial, an exclusive BATES feature.  
Simply turn the pointer*



## DIETZGEN Tracing Papers

comprise a selected  
assortment that meets  
with all requirements.

## Different Qualities

- 1 Papers for general tracing where great strength is not required.
- 2 Papers for tracings subject to considerable handling.
- 3 Papers for tracing indistinct drawings and for tracings to be reproduced by any solar printing process.

*Send for Catalog*

## EUGENE DIETZGEN CO.

*Branches:*  
Chicago New Orleans New York San Francisco  
Pittsburgh  
*Sales Offices:*  
Philadelphia Washington



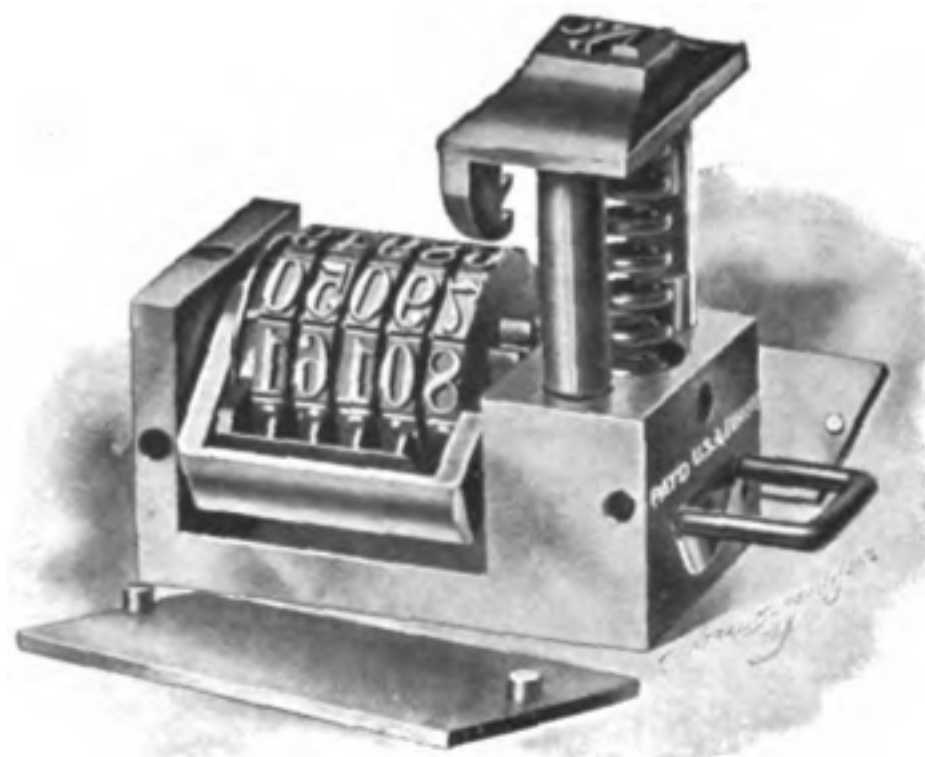
# *Substantial Price Readjustment in* **ROBERTS NUMBERING MACHINES**

Type-High Model 27—5 Wheels—\$16.00

Type-High Model 28—6 Wheels—\$18.00

For general job work, nothing can excel these Roberts Machines. No pressman who compares them with other machines in construction and work will hesitate to choose the Roberts.

To number either forward or backward—Fully Guaranteed—Over 75 other Models. Write for information. All orders can be filled immediately from stock.



**Nº 12345**

**SIMPLEST — STRONGEST — FULLY PATENTED — OVER 300,000 IN USE.**

**THE ROBERTS NUMBERING MACHINE CO.,**  
**694-710 Jamaica Ave. - - - Brooklyn, N. Y.**

*Builders of all kinds of Special Numbering Equipments. Branches and Agencies in principal countries of the world.*



## **EMERSON SAID**

*"The virtue of books  
is to be readable."*

## **EMERSON BOOK BLACK**

will not fill up the finest type. And it costs only 40c. per lb. in 25 lb. lots,  
and even less in larger quantities.

# **J-M-Huber**

*Dry Colors    Carbon Black    Varnishes    Printing Inks*

65-67 West Houston Street, New York

Baltimore    Chicago    Omaha    St. Louis    Boston    Cincinnati    Philadelphia    San Francisco  
London, England    Toronto, Canada    *Factories:* Brooklyn, N.Y.    Bayonne, N.J.    Dola, W.Va.    Swartz, La.

HUBER'S colors in use since 1780

*Please Mention THE INLAND PRINTER When Writing to Advertisers.*

715

Digitized by Google

# VENUS THIN LEADS

For  
Metal Pencils

No. 38

THE name VENUS is your guarantee of perfection—the VENUS thin Leads No. 38 are perfect Leads.

Always straight—smooth—long wearing—crumble-proof and perfectly graded.



#### Retail Prices

15c per tube of 12 leads  
2 tubes for 25c



7 DEGREES  
2B soft and black      F firm  
B soft                      H medium hard  
HB soft medium      2H hard  
4H extra hard

Sell your customers the VENUS Leads No. 38  
and you will sell them to him time and time again

*Write for samples and information.*

**American Lead Pencil Co., 220 Fifth Ave., New York**

*Venus Pencils are the largest selling quality pencils in the world*

## Everybody Knows Bates Machines for Automatic Numbering

**O**LD friends are best. The top-notch reputation enjoyed by BATES Machines for over a quarter century provides the selling impetus which live dealers demand.

Automatic office specialties lead in quick turnover and substantial profits—particularly BATES Machines. The only come-back on BATES Machines is a come back for more.

Every BATES Machine you sell in your town is an advertisement for YOU because it means a satisfied customer.

Write today for full information and quotations on all types of BATES Machines. Remember, they are "a necessity in every business."

**B a t e s**  
MANUFACTURING CO.

*Factory, Orange, N. J.*

Address Dept. W, Sales Office, 50 Church St., N.Y. City

*Note Dial, an  
exclusive  
BATES  
feature.  
Simply  
turn the pointer.*







## Mr. Okay Says:

Anticipating the downward trend of prices to pre-war levels, we are now sending out our new schedule covering this reduction on our Paper Fasteners

for 1921. We have even gone below the pre-war levels, making an average reduction of over 25%. We are enabled to make this large reduction owing to the fact that we are now in a factory of our own and are fully equipped to turn out items of our manufacture at the least possible cost.

Another factor entering into cost is the lower rate in our extensive advertising, following the steadily increased sales for years past.

A third factor is we have increased our plant to more than double its former capacity. Lower costs of raw materials have also enabled us to bring our prices down. All these things taken together, we expect to double our sales, which means the same increased ratio of business for our trade.

In all of our great advertising campaigns to acquaint the public with our labor-saving office necessities, we have always requested to "buy from YOU."

We ask you to do your part—Keep up your stock.

Here they are:

Washburn's "O.K." Paper Fasteners—  
3 sizes—Brass and Nickel finish.  
Sanitary "O.K." Erasers, Typewriter—  
Ink—Pencil.  
Ries' "O.K." Letter Opener, Hand and  
Electric—3 sizes—3 models.

Check them up NOW and order early.

Write for our 1921 schedule of prices now in effect, if you have not already received a copy.

We thank you for past favors and earnestly solicit a continuance of your co-operation.



**THE O.K. MANUFACTURING CO.**  
**OSWEGO, N.Y., U.S.A.**

## A Substantial Readjustment in Prices of

## ROBERTS NUMBERING and DATING MACHINES

The announcement of these new prices will be welcome news to our dealers because it will stimulate business, secure a more rapid turnover and increase their profits.

To dealers not yet handling our line, let us emphasize this fact: Get back of these *accurate, dependable* machines and *push* them. At these new prices there is a better sales opportunity than ever.

Write immediately for discounts.

| Model                                | New List Prices |
|--------------------------------------|-----------------|
| No. 49—Automatic Numbering Machine.. | \$7.50          |
| No. 47—Automatic Dating Machine..... | 7.50            |
| No. 37—Lever Numbering Machine.....  | 7.50            |
| No. 50—Automatic Numbering Machine.. | 10.00           |
| No. 48—Lever Numbering Machine.....  | 10.00           |
| No. 66—Metal Dating Machine.....     | 5.00            |



314752 123456  
Style A Style II  
Style I 12345 Style I  
MODEL 49  
Automatic Numbering Machine

Particular attention is called to the *large assortment* of models from which orders for only *one half dozen* or more may be made up to secure the quantity discount. Take advantage of this opportunity to obtain a larger return on your investment.

To help our dealers increase sales, we will furnish them on request with descriptive circulars on Models 49 and 50, imprinted with their name and address, for distribution to their trade.

**THE ROBERTS NUMBERING MACHINE CO.**

694-710 Jamaica Ave., Brooklyn, N. Y.

## Note This Dial

IT'S one of the features that make **BATES MACHINES**

supreme for automatic numbering. Greatly simplifies change of movement from consecutive to duplicate, or repeat, or the other combinations which can be furnished.

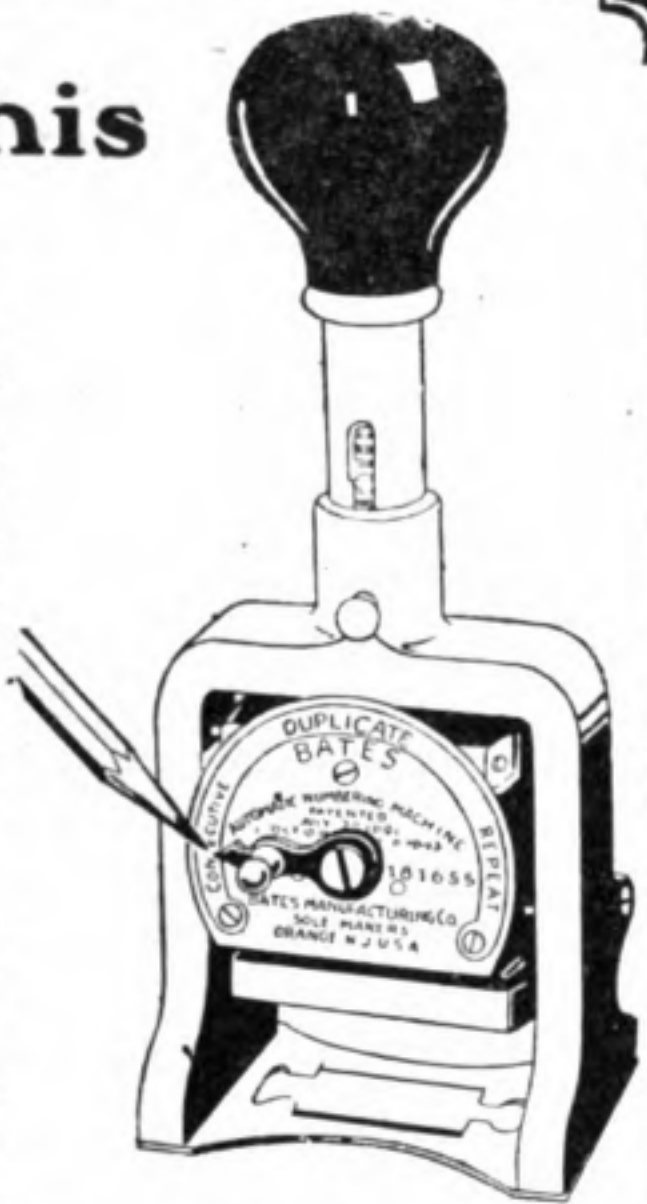
Simplicity, durability, and accuracy have combined to make purchasing agents and executives prefer Bates Machines for their numbering work.

That's why so many dealers without hesitation recommend Bates to their customers. They occupy but little shelf room and insure a quick and easy turnover leading the way to satisfaction and repeat business.

Enroll your name in the Bates family at once. We will be glad to send your attractive literature as well as Price Lists on Bates Machines and supplies.

**BATES MANUFACTURING COMPANY**

Factory: **ORANGE, N. J.**  
Address Dept. A  
**50 Church St., New York City**



## Courtesy Lawn

One of the Line  
That is Different

Women will be charmed with this high grade lawn finish paper.

COURTESYLAWN comes in a square box, the cover in eight-color offset design with beautiful floral border. A striking seller at a popular price.

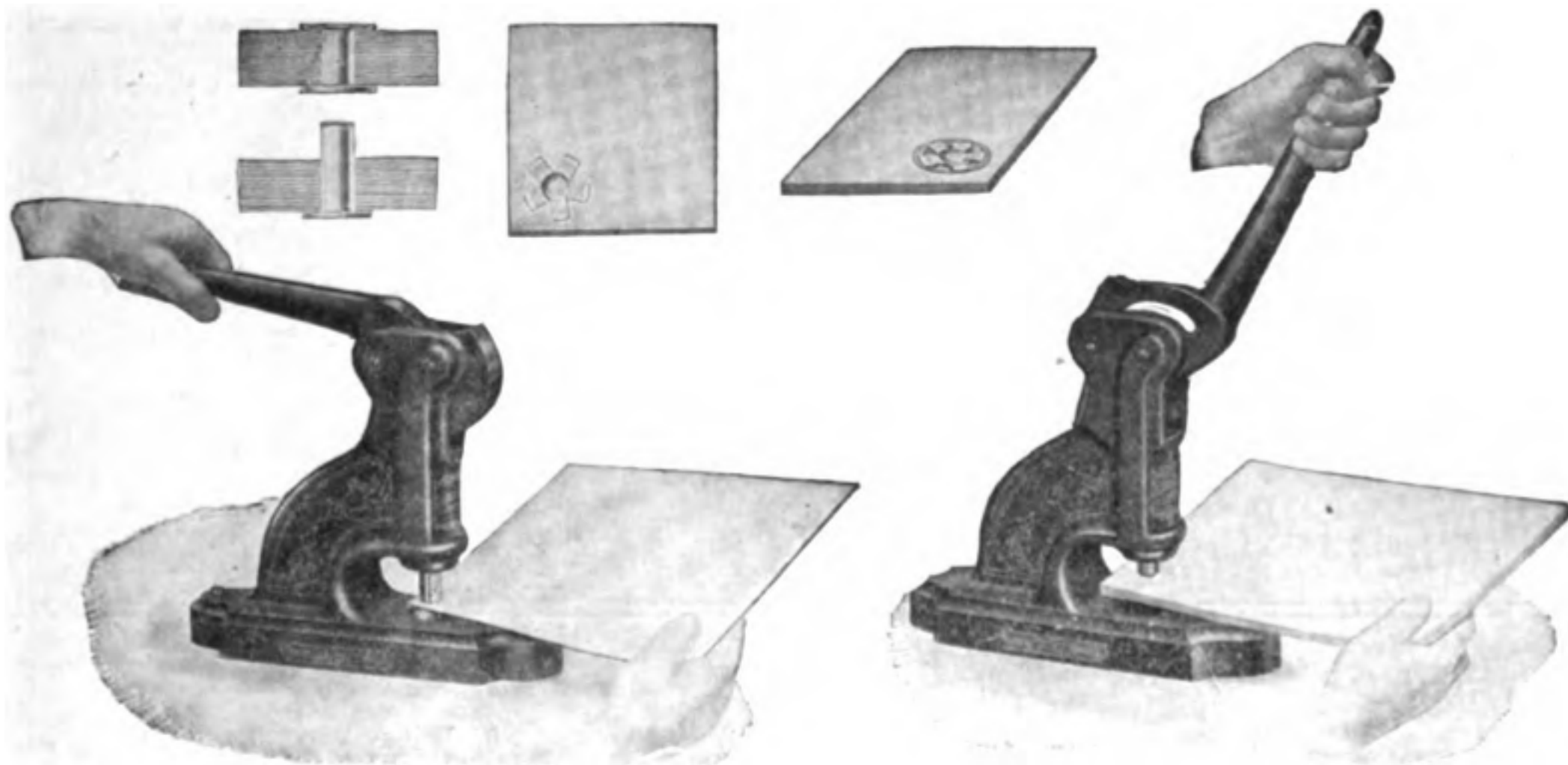
*Request sample stretcher  
showing size and tints*

*Montag's*  
Fashionable Writing Papers  
ATLANTA



## "Challenge" Eyelet Press No. 2

Using either No. 1 or No. 2 "Challenge" Eyelets



A Paper fastening device of remarkable range and power. Built to stand hardest usage.  
Fastening range up to 5/16" solid paper.

Our No. 2 "Challenge" Eyelet Press Lists at \$22.50

Manufactured  
by the

**EDW. L. SIBLEY MFG. CO., Inc.,**

**Bennington, Vt.  
U. S. A.**



## *A Substantial Re- adjustment in Prices of* **ROBERTS NUMBERING and DATING MACHINES**

The announcement of these new prices will be welcome news to our dealers because it will stimulate business, secure a more rapid turnover and increase their profits.

To dealers not yet handling our line, let us emphasize this fact: Get back of these **ACCURATE, DEPENDABLE** machines and **PUSH** them. At these new prices there is a better sales opportunity than ever.

Write immediately for discounts.

| Model                               | New List Prices |
|-------------------------------------|-----------------|
| No. 49—Automatic Numbering Machine, | \$ 7.50         |
| No. 47—Automatic Dating Machine.... | 7.50            |
| No. 37—Lever Numbering Machine....  | 7.50            |
| No. 50—Automatic Numbering Machine, | 10.00           |
| No. 48—Lever Numbering Machine....  | 10.00           |
| No. 66—Metal Dating Machine.....    | 5.00            |

Particular attention is called to the large assortment of models from which orders for only one-half dozen or more may be made up to secure the quantity discount. Take advantage of this opportunity to obtain a larger return on your investment.

To help our dealers increase sales, we will furnish them on request with descriptive circulars on Models 49 and 50, imprinted with their name and address, for distribution to their trade.

MODEL 49  
AUTOMATIC NUMBERING  
MACHINE



314752 123456  
Style A Style H  
Style G 12345 Style G

**THE ROBERTS NUMBERING  
MACHINE CO.**

694-710 Jamaica Avenue, Brooklyn, N. Y.



For unmounted

**Photographs  
Post Cards  
Scraps  
Films** (5x7 and smaller)

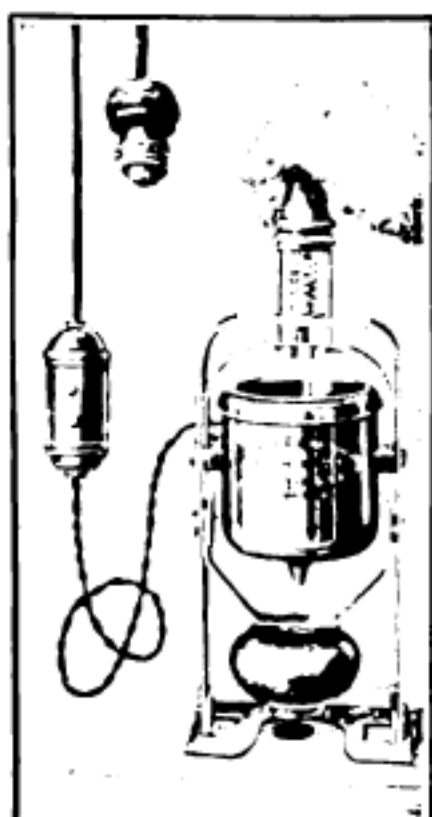
If you are not acquainted with



the up-to-date adhesive for *mounting photographs flat* (no buckling,) labeling and general office use, write today for a free sample (to dealers only).

**THE HOUSH COMPANY**  
MANUFACTURERS

7-17 E. Concord St., Boston, Mass.



## Fire Insurance

To earn the appreciation of your customers and their continued purchases recommend the use of the

### ELECTRIC SEALING WAX MACHINE

#### Talking Points for Increased Sales:

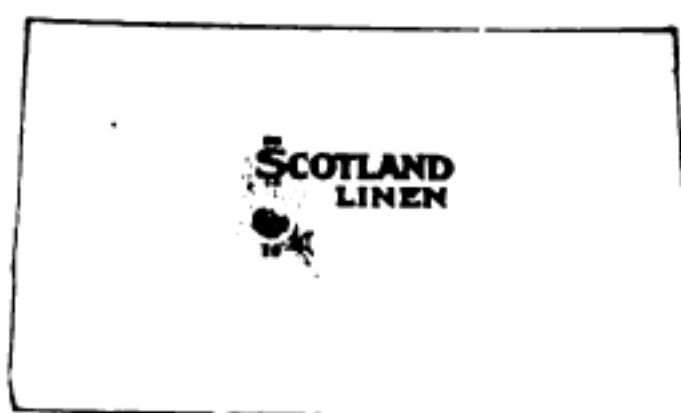
1. Protection against Fire hazard
2. Prevents burnt fingers
3. A saving of 50% of time and 20% of postage
4. Smoothness and accuracy of operation
5. Makes a clean and perfect seal
6. A YEAR'S GUARANTEE WITH EACH MACHINE

AND AS TO SEALING WAX—We have prepared a sealing wax that is far superior in quality to any manufactured and costs no more than the ordinary—its basic principle is for the preservation of the impression when used as its adhesive qualities are lasting and perfect.

Adopted by the U. S. Postal and Custom Service, Bankers, Brokers, Jewelers, etc.

District Agents Wanted  
Liberal Proposition

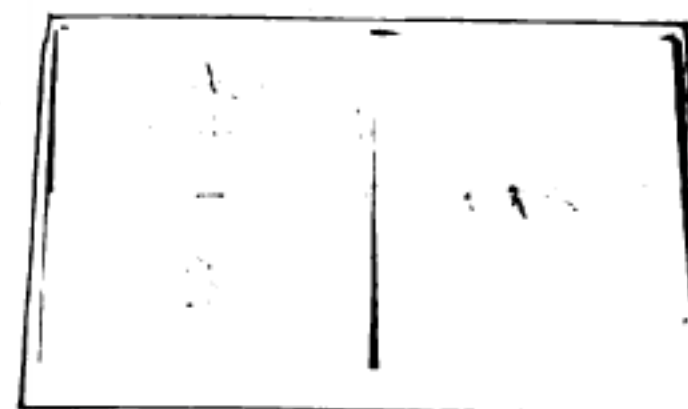
**Electric Sealing Machine Corp.**  
316 West 31st Street New York City



## BORDERED STATIONERY

Is constantly growing in favor and used in connection with our well established SCOTLAND LINEN line is proving one of our best sellers. These attractive boxes are shown in gray, blue, pink and buff with WHITE BORDER.

You need them to complete your line.



#### SALES AGENCIES—

J. F. HITCHCOCK CO.  
339 Broadway, New York

DAN J. KELLY  
157 Summer St., Boston

CHAS. H. GERAGHTY  
10 So. Wabash Ave., Chicago

### MORGAN STATIONERY COMPANY DIV.

UNITED STATES ENVELOPE CO.

Springfield, Mass.

PAPETERIES POUND PAPERS TABLETS ENVELOPES

#### SALES AGENCIES—

EDWARD E. COHEN  
Drexel Bldg., Philadelphia  
WM. F. SMITH  
306 Piper Bldg., Baltimore  
A. L. BONNEY  
231 Rialto Bldg., San Francisco  
S. W. YEAKLE  
Southern Representative

## Note This Dial

It's one of the features that make

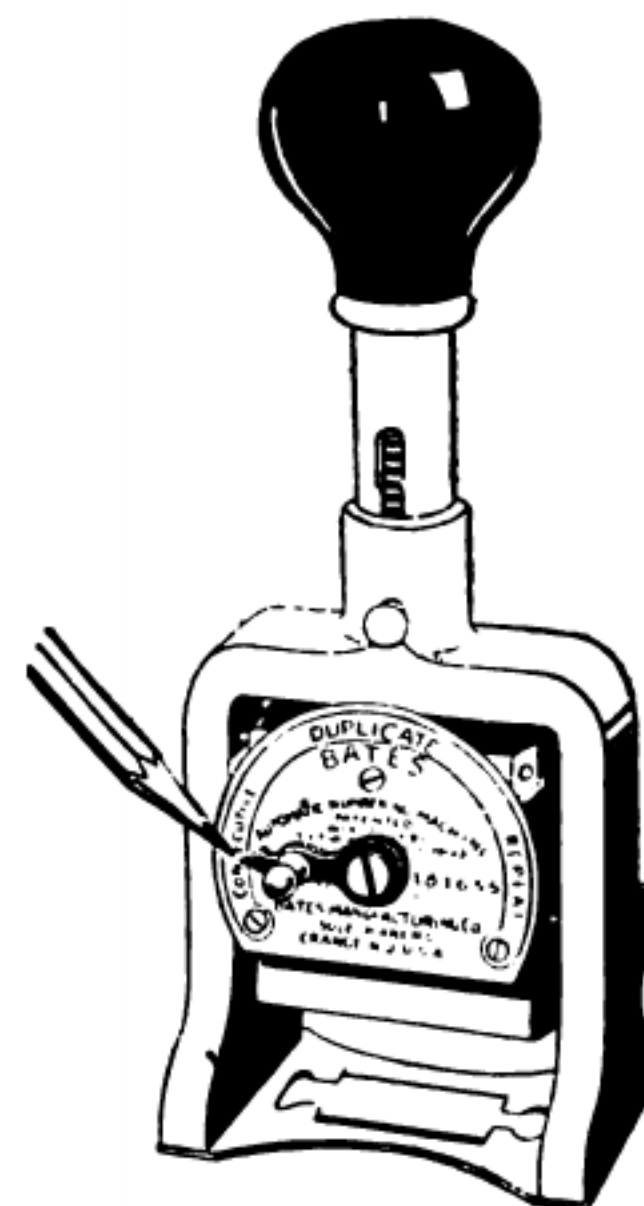
## Bates Machines

supreme for automatic numbering. Greatly simplifies change of movement from consecutive to duplicate, or repeat, or the other combinations which can be furnished.

Simplicity, durability and accuracy have combined to make purchasing agents and executives prefer Bates Machines for their numbering work.

That's why so many dealers without hesitation recommend Bates to their customers. They occupy but little shelf room and insure a quick and easy turnover, leading the way to satisfaction and repeat business.

Enroll your name in the Bates family at once. We will be glad to send you attractive literature as well as Price Lists on Bates Machines and supplies.



**BATES MANUFACTURING CO.**  
FACTORY

50 CHURCH STREET

Address Dept. W

ORANGE, N. J.

NEW YORK CITY



Prices Readjusted  
Highest Standards Maintained  
Sales Possibilities to Dealers Greatly Enlarged

## ROBERTS Numbering and Dating Machines

Modern business systems are creating new uses for numbering and dating machines every day. Meet this demand with Roberts machines. They have always been the recognized standard for accuracy, durability and moderateness of price. The new prices represent greater value than ever, and they greatly enlarge the dealer's sales possibilities of these widely-known machines.

Ask for discounts. Note our very liberal assortment proposition. Order the stock you need and give these machines an **extra push**—now. You can sell them and make a very satisfactory profit.

| Model                              | New List Prices |
|------------------------------------|-----------------|
| No. 49—Automatic Numbering Machine | \$ 7.50         |
| No. 47—Automatic Dating Machine    | 7.50            |
| No. 37—Lever Numbering Machine     | 7.50            |
| No. 50—Automatic Numbering Machine | 10.00           |
| No. 48—Lever Numbering Machine     | 10.00           |
| No. 66—Metal Dating Machine        | 5.00            |

### Our Liberal Assortment Proposition

On orders for only one-half dozen machines, to enable you to secure the quantity discount, we give you the privilege of assorting your order among the models listed. This gives you the advantage of carrying a varied assortment on a small investment. It also increases your profit.

### Dealer Helps

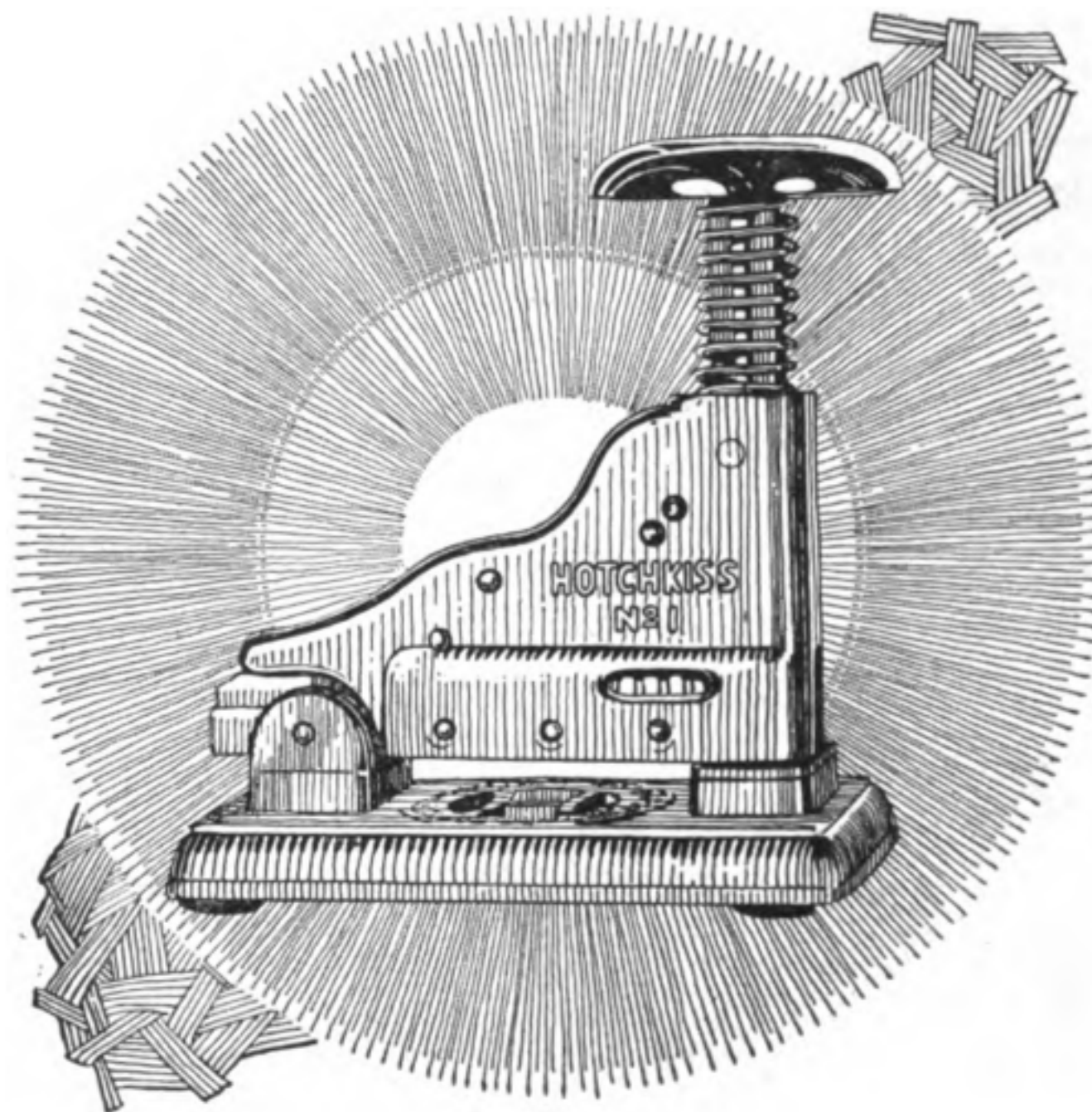
We furnish our dealers, on request, with descriptive circulars, with their names thereon, for distribution to their trade.



314752 123456  
Style A Style H  
Style G 12345 Style G

**The ROBERTS NUMBERING  
MACHINE CO.**

694-710 Jamaica Avenue, Brooklyn, N. Y.



## CONCENTRATE ON HOTCHKISS, *Here's Why*—

**T**HERE are hundreds of items in every stationer's stock. There are many makes of each item. Standardizing on those more in demand and of better quality increases profits by reducing overhead and hastening turnover.

For instance, take Hotchkiss Paper Fasteners and Hotchkiss Staples. They have been sold successfully for over 25 years. Experience tells you that *Hotchkiss* is the easiest to sell and the most satisfactory to your customers.

### CAUTION!

Hotchkiss Fasteners are guaranteed only when used with genuine Hotchkiss Staples. The genuine have Blank Ends on each strip and the red "H" on every box. Sell only these.

The last is important—for *satisfied* customers always come back for more—are most easily interested in your other merchandise—insure the growth of your business.

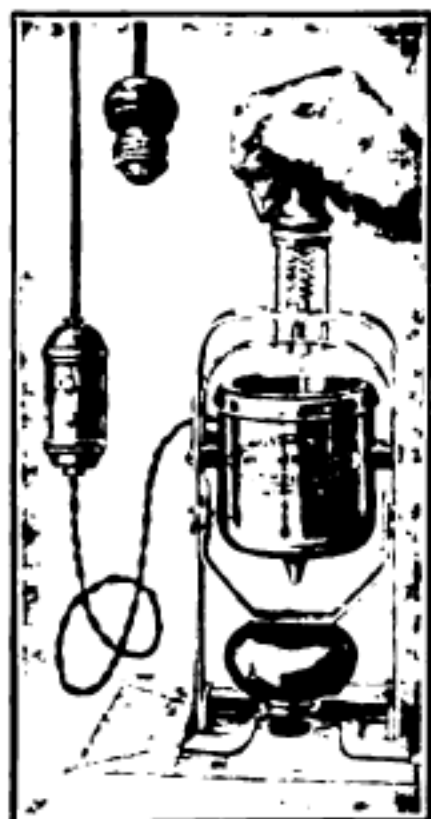
Our sales department is ever ready to co-operate with you in building your trade. We believe it will pay you to write us—*now*.

HOTCHKISS SALES CO.  
Norwalk, Conn.

# HOTCHKISS

PAPER FASTENING MACHINES





# SEALING

# WAX

## with the ELECTRIC SEALING WAX MACHINE

PROTECTS against FIRE and BURNT fingers  
SAVES 50 per cent of TIME Makes a CLEAN and PERFECT Seal  
SAVES 20 per cent of POSTAGE Smooth and Accurate in operation

Machine is GUARANTEED for ONE YEAR

A superior quality of scientifically prepared sealing wax can be obtained from us—a wax especially developed for the preservation of the SEAL. Its adhesive qualities are perfect and lasting.

COSTS NO MORE than the ordinary WAX

Machines sent on 10 days FREE TRIAL

Samples of Wax sent FREE to DEALERS

Adopted by: U. S. Custom and Postal Service—Banks, Brokers—Jewelers, etc.

District Sales Agents  
Wanted

Electric Sealing Machine Corp.  
316 West 31st Street New York City

## MARCUS WARD'S HOLIDAY LINE!

Has that touch of individuality and distinction aside from the value merit, that makes for sales volume. From the stunning popular priced "Sheik Line" right through the Irish Poplin and Royal Irish Linen offerings you will find this line for 1922 offers the kind of value your trade will expect without sacrificing any of the charm that the "Gift Box" shown in your store should possess. To see our this year's holiday line is to realize at once its great sales possibilities. On display now in our sample rooms and by the salesmen on their territories.

Make special note to see the following

### HOLIDAY ASSORTMENTS

Royal Irish Linen

Irish Poplin

Lily of France

Cardinal Linen

## MARCUS WARD, INC.

General Offices and Plant: Pearson and Creek Streets, Long Island City, N. Y.

### PERMANENT SALESROOMS

New York  
200 Fifth Avenue

Philadelphia  
Victory Building

San Francisco  
Call Building

## It Pays to Sell the Bates

WHETHER you have been in business thirty years or thirty days you know well the good old Bates and its record for quality and service.

## BATES MACHINES for Automatic Numbering

— "a necessity in every business" — enjoy a reputation second to none in the numbering machine field. The dial feature for changing the movement belongs to Bates alone.

Bates users are its best advertisement.

### BATES INK PRICES REDUCED

Stand alone for quality. The most profitable numbering machine ink for you to sell.

New features include a brush stopper the same color as ink insuring instant identification, easy application, and a clean method of stirring. Also an attractive and distinctively Bates label.

Bates Ink comes in quantities of from 1/4 oz. to 1 gal. in colors — blue, red, black, purple and green.



## THE BATES MANUFACTURING COMPANY FACTORY

Address Dept. W.

General Sales Office: 50 Church Street, New York City

ORANGE, N. J.



# New Prices of



## BATES MACHINES

**I**NCREASED production and improved facilities have enabled us to announce an attractive adjustment of our schedule of prices on Bates Machines. The new prices on 5 and 6 wheel Type E Machines are particularly exceptional values for these leaders in numbering machines everywhere.

The new Bates organization has adopted a sales policy which stands for the fullest cooperation and service. The conveniences of quick deliveries and simplified stocking of Bates Machines is emphasized.

A genuine Bates Machine may now be sold for as low as \$13.00 and the quality has been absolutely maintained.

## NEW PRICES

Effective June 15, 1922

### REGULAR MOVEMENT

#### CONSECUTIVE, DUPLICATE AND REPEAT

STYLE E

#### STANDARD 67890 TYPE

|   |        |              |  |  |  |  |  |  |  |         |
|---|--------|--------------|--|--|--|--|--|--|--|---------|
| 4 | Wheels | 1 to 9999    |  |  |  |  |  |  |  | \$13.00 |
| 5 | "      | 1 to 99999   |  |  |  |  |  |  |  | 14.00   |
| 6 | "      | 1 to 999999  |  |  |  |  |  |  |  | 16.00   |
| 7 | "      | 1 to 9999999 |  |  |  |  |  |  |  | 19.00   |

Special 8 Wheel Machines \$24.00 in Style A and C only.

Following SPECIAL MOVEMENTS furnished at \$1.00 per machine extra

|                           |         |
|---------------------------|---------|
| Consecutive Triplicate    | Repeat. |
| Consecutive Quadruplicate | Repeat. |
| Consecutive Quintuplicate | Repeat. |
| Consecutive Sextuplicate  | Repeat. |

### SEVEN MOVEMENT

Consecutive, Duplicate, Triplicate, Quadruplicate, Sextuplicate, 12 times and Repeat. Standard E Type \$4.00 Higher than Regular Movement Machines Listed Above.

#### ADDITIONAL STYLES OF FIGURES

All BATES MACHINES can be furnished in any of the following styles, at an additional cost of \$2.00 per Machine (except 8 wheel machines listed above):

STYLE A      STYLE C      STYLE L      STYLE G

12345 67890 1234567890

**THE BATES MANUFACTURING CO.**

Factory: Orange, N. J.

General Sales Offices: 50 Church St., N.Y.C.



## Introducing "Handy Andy"

*Mender of Books, Patterns, Sheet Music, Toys, Pictures, Window Glass and Decorations.*

*Labeler of Jellies, Jams, Preserves, Boxes, Books, Files and Envelopes.*

*Scaler of Boxes, Packages, Envelopes, Letters, Old Documents, Moth Bags and Doors.*

**H**ANDY ANDY is a roll of strong, white gummed tape in a special dispensing carton that makes a tape moistener unnecessary. Every store, office and home has a lot of jobs for Handy Andy.

Just draw out an inch or a yard of Handy Andy, tear it off, pass it over a wet sponge, and you are ready for any of the jobs listed in this advertisement. If a damp sponge is not handy, the sweet taste and agreeable odor of the gum make it not unpleasant to moisten the tape on your tongue.

Place the counter display box where your customers can examine Handy Andy. The list of uses printed on the back of each carton will suggest several reasons for taking a roll away. The price — ten cents — won't stop anybody. Your margin of profit is liberal.

*Put Handy Andy to work. Write for prices.*

### LIBERTY PAPER COMPANY

203 LAFAYETTE STREET NEW YORK CITY

Mills: Bellows Falls, Vt.





(New Machines—Continued from Page 29.)

**"Cico" Now Packed in Opal Glass.**

The Carter's Ink Company, Cambridge 41, Boston, Mass., has introduced opal glass desk jars in the five-ounce and eight-ounce packages of "Cico" liquid paste. A series of experiments in the glass industry extending over a period of more than seven years has enabled the Carter's Ink Company to give its useful adhesive a new dress. It makes "Cico" a fit companion for the most attractively-fitted and fastidiously-furnished desk in the home or office.

**"CICO" IN OPAL PACKAGE.**

The change affects the package only.

The "Cico" line comprises an assortment of containers that answer every requirement. The eight-ounce and five-ounce packages are fitted with an improved adjustable brush which keeps the fingers clean when using, and permits the brush to be adjusted to the level of the adhesive in the container. "Cico" may also be had in gallons, quarts, pints, three-ounce and one and one-half ounce cones, and large and small collapsible tubes with patent spreaders.

**Comfort and Confidence in Telephoning.**

The Hush-a-Phone Corporation, 41 Union Square, West, New York, N. Y., offers a new device, designed to facilitate telephoning in noisy offices or for carrying on confidential conversation without using a telephone booth. It is made to absorb all sound waves not essential in transmission, to eliminate outside noises and to provide suffi-

**"HUSH-A-PHONE." — In Place on Telephone.**

cient sound of clear quality and proper intensity to give perfect transmission. It attaches to the telephone transmitter. The device is also applicable to dictating machines, improving the character of the record.

The "Hush-a-Phone" provides a sound box, a mouth-piece of proper curvature, and sound wave absorption units. These are removable for sterilizing the metal sound box. The sound box is made of aluminum, handsomely finished.

# New Prices of BATES MACHINES



**I**NCREASED production and improved facilities have enabled us to announce an attractive adjustment of our schedule of prices on Bates Machines.

The new prices on 5 and 6 wheel Type E Machines are particularly exceptional values for these leaders in numbering machines everywhere.

The new Bates organization has adopted a sales policy which stands for the fullest co-operation and service. The convenience of quick deliveries and simplified stocking of Bates Machines is emphasized.

A genuine Bates Machine now retails for as low as \$13.00 and the quality has been absolutely maintained.

## New Prices Effective June 15, 1922

**REGULAR MOVEMENT**

Consecutive, Duplicate and Repeat

**STYLE E**Standard **67890** Type

|                       |         |
|-----------------------|---------|
| 4 Wheels 1 to 9999    | \$13.00 |
| 5 Wheels 1 to 99999   | 14.00   |
| 6 Wheels 1 to 999999  | 16.00   |
| 7 Wheels 1 to 9999999 | 19.00   |

Special 8 Wheel Machines \$24.00 in Style A and C only.

Following **SPECIAL MOVEMENTS** furnished at \$1.00 per machine extra

|                           |         |
|---------------------------|---------|
| Consecutive Triplicate    | Repeat. |
| Consecutive Quadruplicate | Repeat. |
| Consecutive Quintuplicate | Repeat. |
| Consecutive Sextuplicate  | Repeat. |

**SEVEN MOVEMENT**

Consecutive, Duplicate, Triplicate, Quadruplicate, Sextuplicate, 12 times and Repeat. Standard E Type.

\$4.00 Higher than Regular Movement Machines Listed Above.

**Additional Styles of Figures**

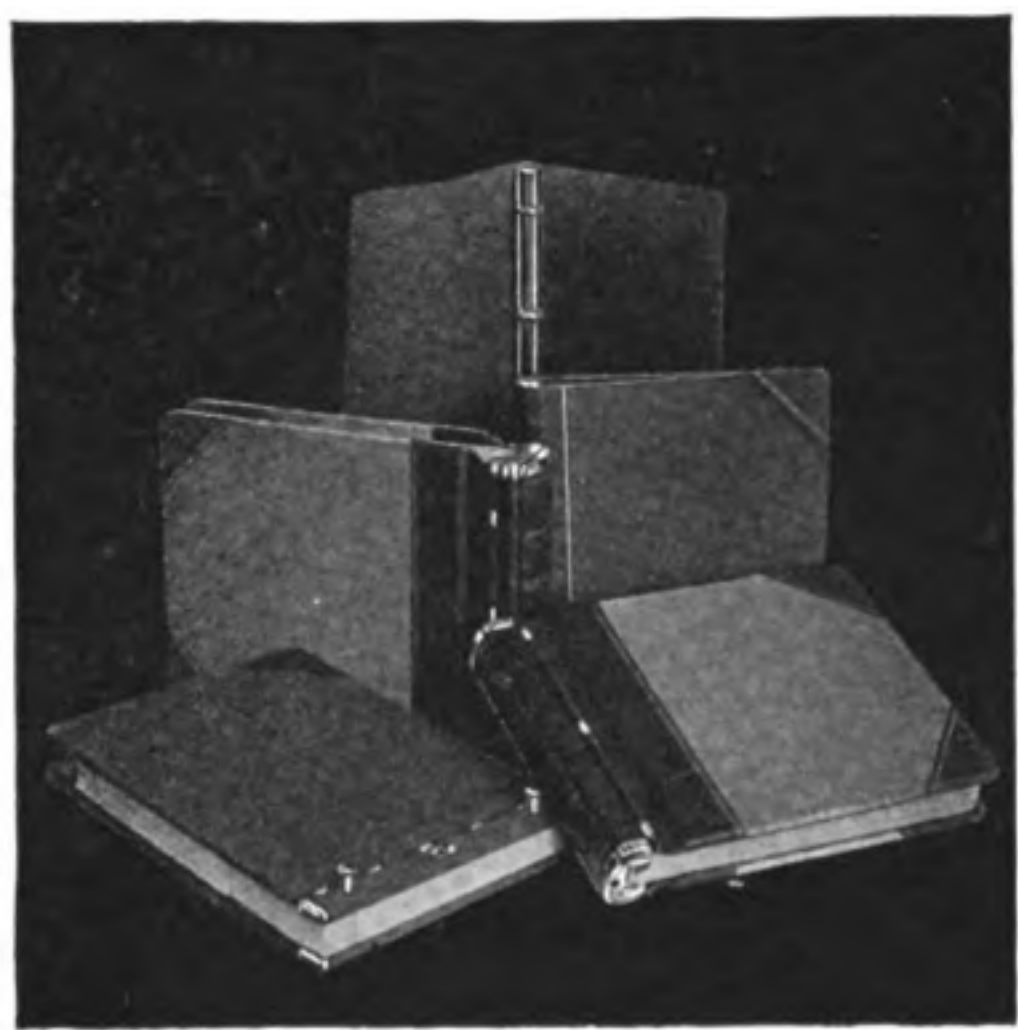
ALL BATES MACHINES can be furnished in any of the following styles, at additional cost of \$2.00 per Machine.

|                |                |                |                |
|----------------|----------------|----------------|----------------|
| <b>STYLE A</b> | <b>STYLE C</b> | <b>STYLE L</b> | <b>STYLE E</b> |
| 12345          | 67890          | 12345          | 67890          |

**THE BATES MANUFACTURING CO.**  
Factory Orange, N. J.

General Sales Office: 50 Church St., New York City





# Standard B & P Loose Leaf Devices

A most comprehensive line of superior Loose Leaf Merchandise manufactured with the same discriminating care that has distinguished B & P Products for almost a century.

All numbers in stock for immediate delivery.

Sold only through dealers.



BOORUM & PEASE CO.  
New York

Standard  
B & P

*Steady Demand*  
*[ Quick Turnover*  
*Moderate Prices*

These three essentials to successful 1922 retail selling are pre-eminently embodied in

## ROBERTS Numbering and Dating Machines

The retailer is *sure* of his demand, and his turnover is *rapid* because of the world-wide reputation of Roberts Machines, their self-evident mechanical excellence and their *very moderate* prices.

Inquiries invited from dealers.

| Model                                | New List Prices |
|--------------------------------------|-----------------|
| No. 49—Automatic Numbering Machine.  | \$ 7.50         |
| No. 47—Automatic Dating Machine..... | 7.50            |
| No. 37—Lever Numbering Machine.....  | 7.50            |
| No. 50—Automatic Numbering Machine.  | 10.00           |
| No. 48—Lever Numbering Machine.....  | 10.00           |
| No. 66—Metal Dating Machine.....     | 5.00            |

### *Assort Your Order*

Among the models listed. Get the discount on the *varied* assortment. Make a larger profit on a *small* assortment.

*We Furnish  
Our Dealers  
With  
Descriptive  
Circulars*

With their names printed thereon. Ask for them.



Model 49  
Automatic  
Numbering  
Machine

314752 123456  
Style A Style H  
Style G 12345 Style G

THE ROBERTS  
NUMBERING MACHINE CO.  
694-710 Jamaica Ave., Brooklyn, N.Y.

# New Prices of



## BATES MACHINES

**I**NCREASED production and improved facilities have enabled us to announce an attractive adjustment of our schedule of prices on Bates Machines.

The new prices on 5 and 6 wheel Type E Machines are particularly exceptional values for these leaders in numbering machines everywhere.

The new Bates organization has adopted a sales policy which stands for the fullest cooperation and service. The conveniences of quick deliveries and simplified stocking of Bates Machines is emphasized.

A genuine Bates Machine may now be sold for as low as \$13.00 and the quality has been absolutely maintained.

## NEW PRICES

Effective June 15, 1922

### REGULAR MOVEMENT

#### CONSECUTIVE, DUPLICATE AND REPEAT

##### STYLE E

STANDARD **67890** TYPE

|   |        |              |   |   |   |   |         |
|---|--------|--------------|---|---|---|---|---------|
| 4 | Wheels | 1 to 9999    | . | . | . | . | \$13.00 |
| 5 | "      | 1 to 99999   | . | . | . | . | 14.00   |
| 6 | "      | 1 to 999999  | . | . | . | . | 16.00   |
| 7 | "      | 1 to 9999999 | . | . | . | . | 19.00   |

Special 8 Wheel Machines \$24.00 in Style A and C only.

Following SPECIAL MOVEMENTS furnished at \$1.00 per machine extra

|                           |         |
|---------------------------|---------|
| Consecutive Triplicate    | Repeat. |
| Consecutive Quadruplicate | Repeat. |
| Consecutive Quintuplicate | Repeat. |
| Consecutive Sextuplicate  | Repeat. |

### SEVEN MOVEMENT

Consecutive, Duplicate, Triplicate, Quadruplicate, Sextuplicate, 12 times and Repeat. Standard E Type \$4.00 Higher than Regular Movement Machines Listed Above.

#### ADDITIONAL STYLES OF FIGURES

All BATES MACHINES can be furnished in any of the following styles, at an additional cost of \$2.00 per Machine (except 8 wheel machines listed above):

|         |         |            |         |
|---------|---------|------------|---------|
| STYLE A | STYLE C | STYLE L    | STYLE G |
| 12345   | 67890   | 1234567890 |         |

**THE BATES MANUFACTURING CO.**

Factory: Orange, N. J.

General Sales Offices: 50 Church St., N.Y.C.

# At Last You Can Collect Those Dimes

Many times you have had a call for some sort of an attachable index—which you could not supply because your stock was too limited—or in such disorder that your clerks could not find what was wanted.

Every time that happened you lost a dime or more—and the total would make an amazing sum if you could have it set before you.

## "Get It From Aigner"

Our system of packing and marking index tabs—plain or patent cut alphabets—makes it easy for you to keep a good stock in good order.

Ask us about it and let us send you an **Introductory Assortment**

It is our aim to help you gather in the dimes you now lose on Gold Stamping, Indexes, Tabs, Titles and Labels, etc.

**G. J. AIGNER & CO. Manufacturers**

521-523 W. Monroe St., Chicago

Gold Stampers for Bookbinders and Stationers

Indexes for Loose-Leaf Systems

Titles and Labels for Law Work

Aigner's Patent Cut Index Stamps

(1862)

# The Mosler Safe Co.

The Largest and Most Complete Safe Works  
in the World



Designers and Builders of  
**Safes—Vaults—Safe Deposit  
Boxes, Etc.**



Office Safes of Every Description—  
with Burglar Chests — If Desired

Plans, specifications and estimates furnished  
on application

**373 and 375 Broadway  
NEW YORK**

Phone 3200 Canal





What makes  
SEMI-HEX  
easy to sell

If you are a Penex dealer you know the reason yourself. But if you are not a Penex dealer here's the answer:—

The Penex Pencil No. 498—Semi-Hex—is a real commercial pencil retailing at five cents. It is made in the four most popular degrees of hardness. It contains exceptionally smooth, easy-writing, non-splintering lead made in Penex factories.

Semi-Hex pencil wood is carefully selected, accurately machined, soft, easy to sharpen. The slightly rounded corners make Semi-Hex comfortable to hold.

From pencil point to clean erasing rubber, Semi-Hex is a perfectly balanced, high quality pencil. Is is easy to sell because once bought it becomes the user's favorite pencil. It stays sold. It brings repeat orders.

Semi-Hex is now featured by many of the country's principal stationers. We believe it will pay you to stock Semi-Hex in competition with any other pencil made. Write for samples, prices, and the Penex proposition now.

New Jersey leads in  
Pencil Production—  
Pencil Exchange helps  
maintain the lead.



**PENCIL EXCHANGE**

MAKERS OF LEAD PENCILS  
FOR THREE GENERATIONS—  
JERSEY CITY, N.J. U.S.A.

Page Eighteen

## Decidedly the Greatest Value in Numbering and Dating Machines.

We don't sell on price; yet the *very reasonable* Roberts prices are a big factor in successful selling for the dealer because these prices represent *ultimate value*. The smooth-working efficiency; the many improved features; the character of the materials and the accuracy of the workmanship that go into

## ROBERTS Numbering and Dating Machines

—all these, at Roberts prices, enable you to give the *most for the least*.

| Model No.                            | New List Prices |
|--------------------------------------|-----------------|
| 49—Automatic Numbering Machine ..... | \$ 7.50         |
| 47—Automatic Dating Machine .....    | 7.50            |
| 37—Lever Numbering Machine .....     | 7.50            |
| 50—Automatic Numbering Machine ..... | 10.00           |
| 48—Lever Numbering Machine .....     | 10.00           |
| 66—Metal Dating Machine....          | 5.00            |

### Assort Your Order

Among the models listed. Get the discount on the *varied* assortment. Make a larger profit on a *small* assortment.



Model 49  
Automatic  
Numbering  
Machine

### We Furnish Our Dealers with Descriptive Circulars

With their names printed thereon. Ask for them.

314752 123456  
Style A Style H  
Style G 12345 Style G

**The Roberts Numbering Machine Co.**  
694 - 710 Jamaica Avenue Brooklyn, N. Y.

MODERN STATIONER

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# Trade Announcements

## OPALOGRAPH, NEW DUPLICATING MACHINE

A new and distinctive duplicating device will soon be placed on the market by the American Clip Co. The device will be known as the Opalograph. It duplicates sketches, plans, drawings, typewritten copy, etc., and because of its design by which the originals do not come in contact with the ink these originals are always ready for use and are not impaired by use.

The Opalograph consists of an opal glass plate, inking and printing rollers and two harmless chemicals.

In connection with the conduct of school and church affairs an Opalograph is essential for the reproduction of lesson sheets, examination papers, circular letters and appeals, music, notices, concert programs, admission tickets, etc.

The Opalograph will

(1) Reproduce "copy" and layouts of advertisements in any quantity. Simply draw on tracing paper the advertisement exactly as it is to be set, transfer to opal glass plate and take off ten thousand copies, if you wish. File the original away and use it again years later if required.

(2) Reproduce circular letters in typewriting or handwriting, or both if necessary. Type your original letter on wax stencil (or write with Opalograph Ink) apply to Opal glass plate and take off required number of copies in any color—or several colors, if desired.

Any illustration, design or pattern can be easily and quickly reproduced for sending with advertising literature and sales letters. It is also useful for window display layouts, hand-lettering signs, show cards and price-markers in multiple for branch and chain stores.

## "BIG SIX" BASEBALL GAME

"Big Six," a baseball game invented by Christy Matthewson, the former big leaguer, has been placed on the market by the Piroxloid Products Corp., 200 Fifth avenue, New York. The game has re-

## ASSORTED MODELS IN NUMBERING MACHINES

The Roberts Numbering Machine Co., 694-710 Jamaica Ave., Brooklyn, N. Y., are advertising in this issue six hand-numbering and dating machines which are especially suited to the stationery trade, and are calling attention to the fact that dealers can assort their order among these six models and obtain the advantage of the quantity discount. Besides the quantity discount itself, the dealer has the choice of a varied assortment. He can assort his order for six machines, taking one of each number, if he so desires; or he can select any combination he chooses, so long as the total is six machines.

The headline of the Roberts ad. reads: "Moderate-Priced Machines that do the Work!" The attention of dealers is asked to the outstanding features of smooth-working and super-skilled workmanship, accuracy, long life, price." And stress is laid upon the salability and "eminently satisfactory profit."

The Roberts Numbering Machine Co. state that they manufacture the largest line of numbering and dating machines and are actually the largest manufacturers of numbering and dating machines in the world. They build all kinds of special numbering equipments, and have branches and agencies in the principal cities of the world.

## BOOKLET FROM HAMPSHIRE PAPER COMPANY

The Hampshire Paper Company has sent to the trade an artistic booklet showing cuts and describing contents of their gift boxes. The cover design is an adaptation of the "Write Gift" campaign and shows considerable care and thought in producing so attractive a cover for a one color job. The foreword emphasizes the importance of the paper within the box and rightfully so, for after all, it is the paper by which one is judged.

The Hampshire line of Gift Boxes were eight in number last year. This year there are twenty numbers. Each box contains regular staple sizes of paper and envelopes, enabling one to pur-



"Big Six" Matthewson Playing the "Big Six" Baseball Game

ceived a great amount of publicity through the fame of its inventor and the manufacturers state that the demand for it is rapidly increasing. Every situation and play of the real baseball diamond can be duplicated in "Big Six."

David Polonsky, Marshfield, Ore., has succeeded to Norton & Hansen Stationery Co.

Page Forty

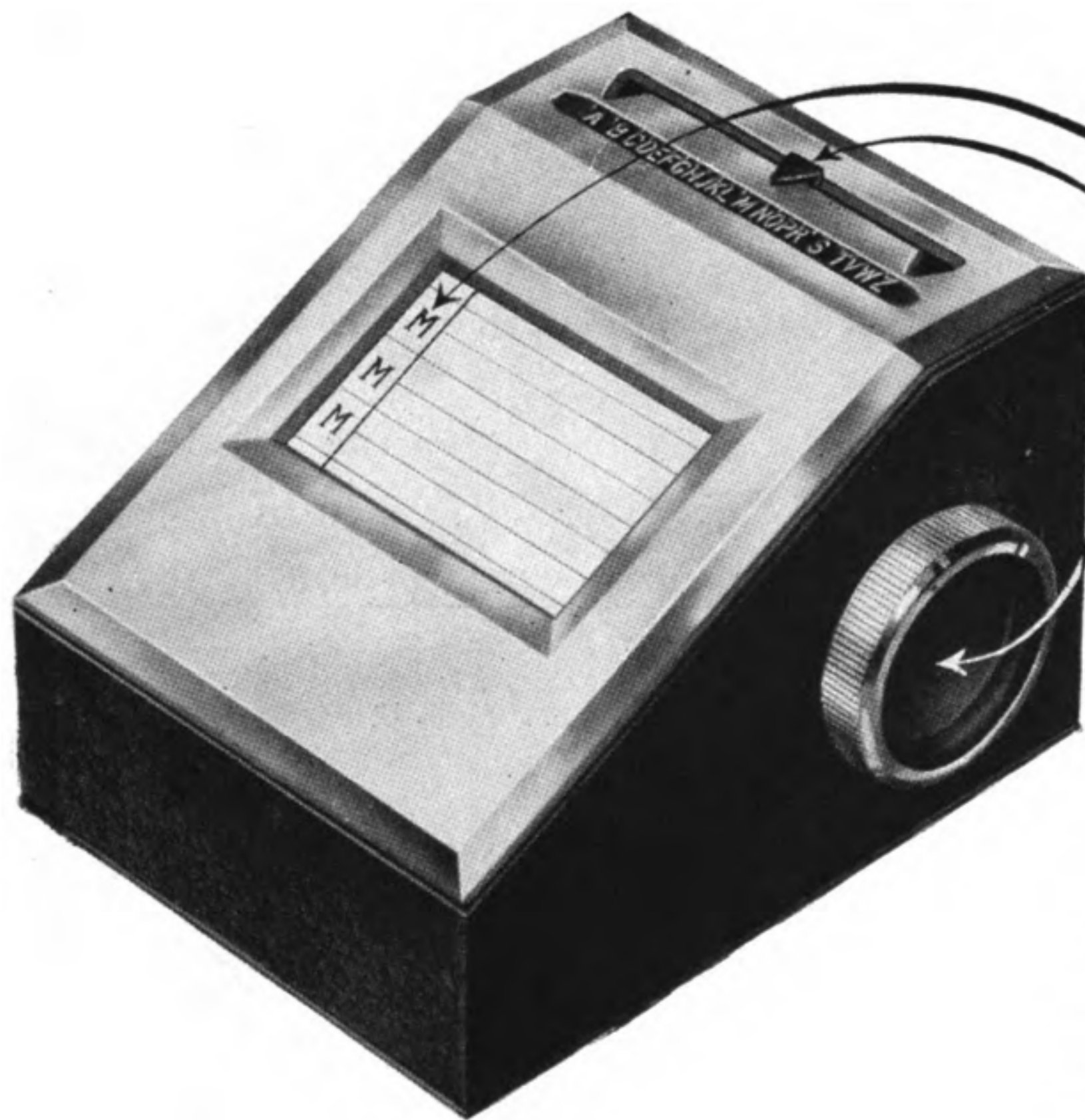
chase continuously a size that appeals particularly to one's fancy.

Several of the numbers are designed particularly for gentlemen but several numbers are essentially for the ladies' use. Two large display cards measuring 11x14 inches and printed in three colors on ten-ply board will be sent to every purchaser of Old Hampshire Gift Boxes and additional ones will be sent upon request. If you haven't received one of these booklets, it would be worth your while to request one.

MODERN STATIONER

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1 2 3

**1 The Knob**

turns in either direction. The index strip travels in the direction the knob is turned. The knob can be turned fast or slow to suit user.

**2 The Pointer**

travels from A to Z, or from Z back to A, as the knob is turned one way or the other. When any particular letter is wanted, *watch the pointer.*

**3 Index Strip**

is 10 feet long with a capacity for 400 names. It is readily removable for typewriting names. It can be made to go from A to Z in 2 seconds.

# A New Bates Product

The Bates Rotary Telephone Index has been added to the list of Bates products.

This machine is bound to be a good seller.

It is the only one of its kind on the market; its handsome appearance and practical usefulness will appeal to your customers; it is suitable for *both* office and home use—in fact, every telephone user is a live prospect for the

## Bates Rotary Telephone Index

This machine eliminates the bulky and bothersome telephone book. It saves time—a twist of the knob and the name is found. It is compact, durable and good looking, of all metal construction, leather covered. The 10-foot index strip is easily changed and gives space for 400 names.

Write us for further information regarding this machine. We furnish a dealer help folder imprinted with your name, an attractive window card and a permanent counter display which carries a detachable panel especially designed to attract Christmas trade.

Now is the time to order the Bates Rotary Telephone Index. They are ready for immediate delivery.

### THE BATES MANUFACTURING COMPANY

Factory:  
Orange, N. J.

Sales Offices:  
50 Church Street, N. Y.



*Announcing*

## The New Bates Lever Machine

For Irregular Numbering

The United States Post Office Department, after thorough investigation, has selected for their entire requirements of lever machines during the present fiscal year the new Bates Lever Machine. No more substantial proof of its high quality, usefulness and accuracy can be asked.

This machine operates non-automatically and is designed for irregular numbering of every sort. It prints the same number indefinitely. A slight pressure of the fingers on the lever changes it to the next higher number. It is therefore able to do every kind of numbering work.

The famous Bates construction is put into this machine. A demonstration will prove it to have the *quickest and easiest action of any lever machine made*. It is distinctive because it is essentially different from any other lever machine manufactured in that it has an inside movement which protects it from the accumulation of dust and dirt and insures greater accuracy and durability.

Bates Numbering Machines have been famous for their quality for a generation. This reputation is behind the new Bates Lever Machine and will help you sell it. The coupon below is for your convenience.

### The Bates Manufacturing Company

Factory:  
Orange, New Jersey

Sales Offices:  
50 Church St., New York



#### A New Bates Product

We shall be glad to give you complete information about the convenient and attractive

**Bates**  
Rotary  
Telephone Index  
*Ask us about it*

The Bates Manufacturing Company  
50 Church Street, New York City

Gentlemen:—Please send us full information about the new Bates machines.

Name..... Address.....

Bates Lever Machine




← Check Here →

Bates Rotary Telephone Index







**The Adams Company**  
WHOLESALE STATIONERS

NOTIONS  
DRUGGISTS' SUPPLIES  
Business Stationery  
AUTOMOBILE  
MAY SUPPLIES

June 19, 1922.


Alex. H. Irvin, Co.,  
Curwensville, Pa.

Gentlemen:

We have yours of the 16th.

It certainly is a joy to use the paper fastener which we recently received from your company as the ones we have had in the office for many years were principally an aggravation to those who attempted to use them. We are indeed glad to have something that does the business.

Yours very truly,  
THE ADAMS CO.



PRES.



*The New*  
**IRVIN**  
*is a joy  
to use*

No. 1A —  
The popular  
size for  
individual  
desk — 25-  
sheet ca-  
pacity.



*find out why*

**M**AKE a comparison, as The Adams Company did, between the New IRVIN and any other machine. Know why so much is said of its patented improvements. Experience for yourself the real satisfaction and joy of using one. Try them in your office. Let the folks working there decide how much better it is to operate an always ready, quick and sure paper fastener.

Once you become acquainted with the five different models you will recognize an opportunity for extending a new and better stapler service to all the offices of your vicinity. And you will recognize more. The liberal prices and selling helps back of them will not escape your notice as a possibility, real and worth-while for making substantial profits in your office appliance department.

*100% Efficient*

**ALEX. H. IRVIN COMPANY**  
**CURWENSVILLE, PENNSYLVANIA, U. S. A.**

*Write* for a new color sheet showing graphic illustrations of the improvements which make the New IRVIN a conspicuous success wherever used and compared.

### San Francisco Office Appliance Managers Organize.

A new movement in the progress of San Francisco and the Pacific coast was inaugurated recently when the Office Appliance Managers' Association of San Francisco was formally organized August 16, 1922. The meeting was called under the auspices of the California Development Association, with Mr. Goulding of that organization presiding. W. G. Traud reported for the committee on organization, which was appointed at a previous meeting. He urged the formation of such an association and expressed the wish of his committee that the organization be effected under the auspices of the California Development Association, of which organization the Office Appliance Managers' Association hoped later to become a member.

The election of officers for the new organization was held with the following results: W. G. Traud, president; W. M. Coffman, vice president; E. B. Jessup, secretary and treasurer. Each of the new officers was elected unanimously.

Mr. Jessup, the new secretary-treasurer, formulated a brief outline for the scope of the new organization. It will concern itself only with "the great basic problems of the industry, such as securing carload rates to the Pacific, and building up the ethics of the craft." After a spirited discussion it was decided to admit the second-hand dealers to membership.

The formation of the Office Appliance Managers' Association is another indication that Western enterprise will not lag behind that of the Eastern states. That the new organization will be an important factor in Western trade and realize substantial results is assured by the interest and enthusiasm of its members, as well as by its rapid increase in membership. A month ago nine charter members accepted the constitution and by-laws. Today there are thirty-five actual members, with many others newly interested.

The nine charter members of the Office Appliance Managers' Association who gave the initial stimulus to the organization are: M. W. Erskine, The Dalton Adding Machine Company; C. W. Hunt, Jr., Line-A-Time Company; W. M. Coffman, Elliott-Fisher Company; M. A. Towne, Belknap Addressing Machine Company; C. S. Sinclair, Wales Adding Machine Company; E. A. Breckenfeld, Schwabacher-Frey Stationery Company; S. L. Hooper, The Noiseless Typewriter Company; W. G. Traud, Ditto Systems; E. B. Jessup, Monroe Calculating Machine Company.

### New Loose Leaf Company for St. Louis.

On August 15 a new corporation was launched in St. Louis to engage in the manufacture of loose leaf specialties, including binders, forms, etc., for mechanical bookkeeping equipment of every description. The new organization, chartered under the laws of Missouri, is to be known as the Universal Loose Leaf Products, Inc. W. F. Suchanek, for a long time identified with the loose leaf industry, is the organizer of the company and its president. The secretary of the company is Joseph W. Fink, who has had an extended experience in the production end of the business, having been identified with several of the larger loose leaf companies. E. J. Lebeau, vice-president, is now connected with one of the leading paper houses in the United States and brings to the new organization a wide acquaintance among printers and stationers of the middle west.

The new company intends to co-operate with stationers and printers in designing and building special items to meet special requirements, but in addition, it will present to the trade a regular line of ledger, sectional and solid post binders, sheet holders, sheets, forms for mechanical bookkeeping equipment, ring binders, etc. The company will also do eyeletting, tab cutting and paper punching for the trade.

### New Method of Merchandising.

The Roberts Numbering Machine Company, 694 to 710 Jamaica avenue, Brooklyn, N. Y., are now producing six hand numbering and dating machines especially suited to the requirements of the stationery and office equipment trade. They have devised a new method of distribution which permits dealers to assort their orders among the six different models, at the same time obtaining the advantages of quantity discounts. These machines have several outstanding and valuable features of construction.

Worry is the interest that accumulates on borrowed trouble—an optimist never borrows trouble.—The Strathmorean (Strathmore Paper Company).





*A Necessity in  
Every Business*



## Two New Bates Products

Along with the old reliable Bates Regular and Seven Movement Machines come these two new products of highest quality and excellence. The Bates Rotary Telephone Index fills a long felt need both in the office and in the home—it finds a 'phone number almost instantly.

The call for lever machines is growing and *can be increased enormously*. The new Bates Lever Machine designed for and accepted by the United States Government for heavy duty will lead in this field just as the older types of Bates Machines have done for thirty-one years.

Our vice-president, Mr. Babson, at the Traymore Hotel is attending the convention and will be glad to show these new products to our fellow members.

**THE BATES MANUFACTURING COMPANY**

Factory:  
Orange, N. J.

Sales Offices:  
50 Church Street, N. Y.

*In answering advertisements it will be of mutual advantage to mention GEYER'S STATIONER*

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*Announcing*  
**The New**  
**Bates Lever Machine**  
**For Irregular Numbering**

The United States Post Office Department, after thorough investigation, has selected for their entire requirements of lever machines during the present fiscal year the new Bates Lever Machine. No more substantial proof of its high quality, usefulness and accuracy can be asked.

This machine operates non-automatically and is designed for irregular numbering of every sort. It prints the same number indefinitely. A slight pressure of the fingers on the lever changes it to the next higher number. It is therefore able to do every kind of numbering work.

The famous Bates construction is put into this machine. A demonstration will prove it to have the *quickest and easiest action of any lever machine made*. It is distinctive because it is essentially different from any other lever machine manufactured in that it has an inside movement which protects it from the accumulation of dust and dirt and insures greater accuracy and durability.

Bates Numbering Machines have been famous for their quality for a generation. This reputation is behind the new Bates Lever Machine and will help you sell it. The coupon below is for your convenience.

**The Bates Manufacturing Company**

Factory:  
Orange, New Jersey

Sales Offices:  
50 Church St., New York



Stock the Bates Rotary Telephone Index for your Christmas Trade and get our dealer Helps—

Attractive Counter Display  
Christmas Folder



**A New Bates Product**

We shall be glad to give you complete information about the convenient and attractive

**Bates**  
 Rotary  
**Telephone Index**  
*Ask us about it*

The Bates Manufacturing Company  
 50 Church Street, New York City

Gentlemen:—Please send us full information about the new Bates machines.

Name..... Address.....

Bates Lever Machine



← Check Here →

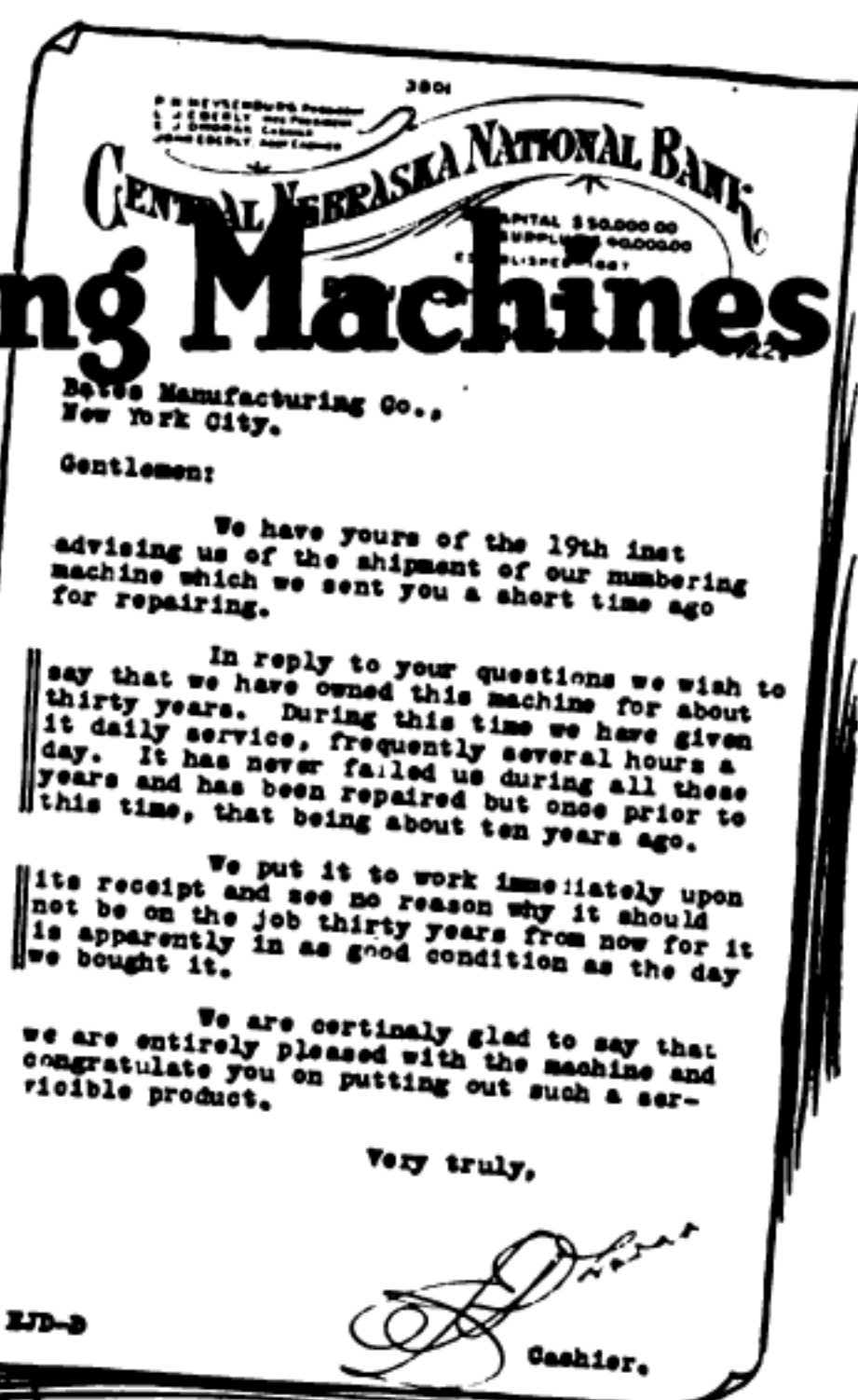
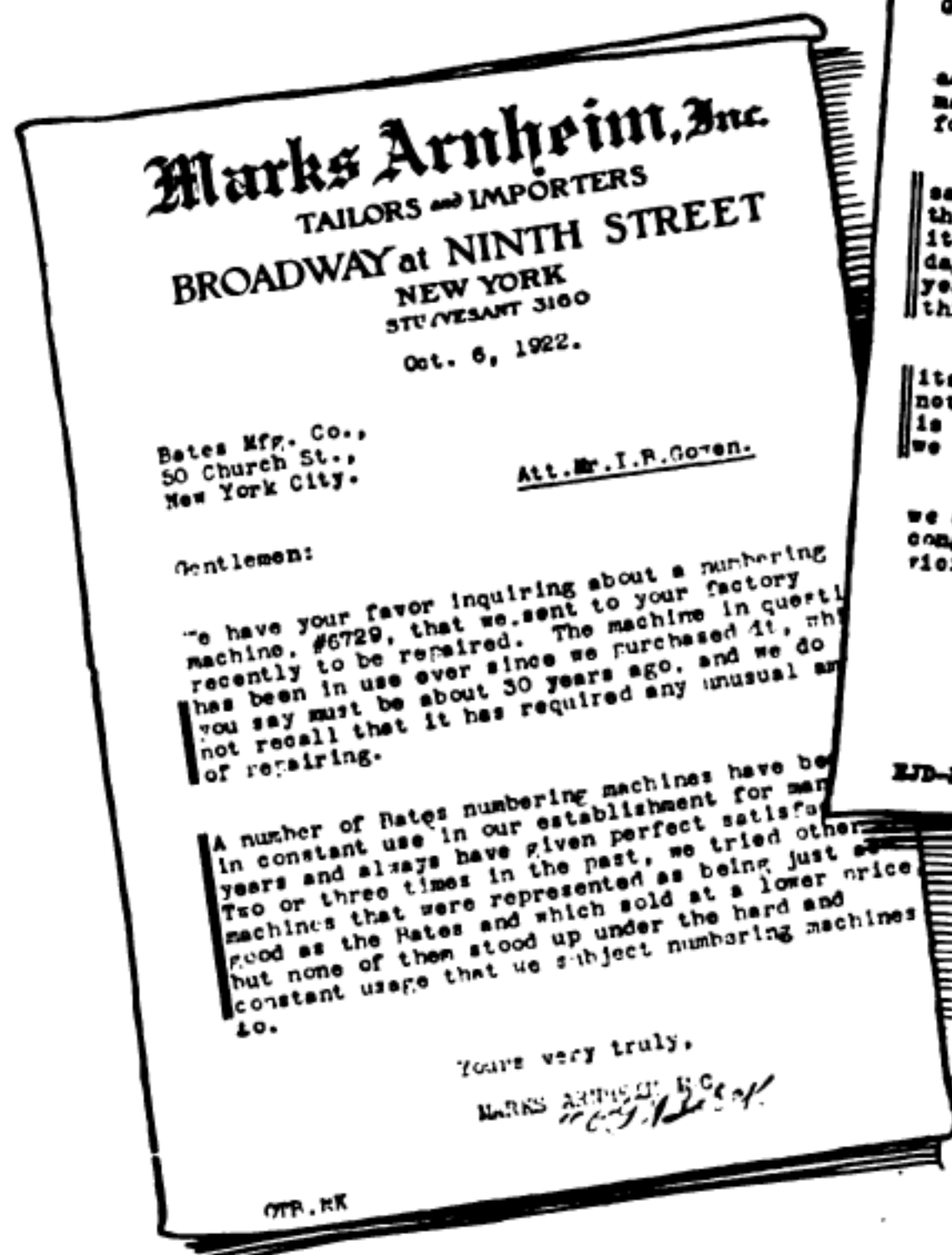
Bates Rotary Telephone Index



# Some Facts About Bates Numbering Machines



Actual photograph of a Bates Machine that has been used constantly for 31 years. Picture shows machine just as received—before being cleaned.



Complete copies of these letters sent upon request.

## Some BATES Users

U. S. Government  
U. S. Post Office  
British Government  
Japanese "  
Mexican "  
Porto Rican "  
Standard Oil Co.  
Pennsylvania R. R.  
N. Y. Central R. R.  
Amer. Tel. and Tel. Co.  
General Electric  
Western Union  
National City Bank  
Guaranty Trust  
U. S. Steel Co.  
Westinghouse  
(El. and Mfg. Co.)  
Princeton  
Harvard  
Yale  
N. Y. Public Library  
Amer. Railway Express  
Cunard Lines  
etc., etc.

**O**CCASIONALLY a manufacturer of many years standing is justified in summing up facts concerning his business for the benefit of the younger generation in the trade and for the newcomers.

For 32 years we have endeavored to produce the finest automatic numbering machines that can be made—fine in materials used, in design, mechanism, durability and in real value. There are over a half million Bates Numbering Machines in use today. They are doing service in 40 different countries, and are used by the governments of many of those countries including our own.

Our new lever model, as well as our Regular Three Movement Automatic Machine, has just been adopted by the United States Post Office.

The largest organizations in practically every line of human endeavor use our machines—the names of a few are listed on this page. There are hundreds of Bates Machines that have been in active use for 31 years. The two letters reproduced above are taken from a file of many testimonials to the merits of Bates.

These are some of the things of which we feel proud and because of which we ask your continued patronage.

## THE BATES MANUFACTURING COMPANY

Factory:  
Orange, N. J.

Sales Offices:  
50 Church Street, N. Y.



## THE SIX "BEST SELLERS" In Numbering and Dating Machines

### ARE THESE SIX ROBERTS MACHINES

And certainly that's what the dealer wants—SALES. Plus PROFITS! Plus RAPID TURNOVER! Plus PRESTIGE! Plus REPEATED DEMAND! Plus VARIED ASSORTMENT!

Six Sound, Sensible Statements Submitted for the Serious Study of Stationery and Office Supply Dealers!

| Model                               | List Prices |
|-------------------------------------|-------------|
| No. 49—Automatic Numbering Machine  | \$7.50      |
| No. 47—Automatic Dating Machine...  | 7.50        |
| No. 37—Lever Numbering Machine....  | 7.50        |
| No. 50—Automatic Numbering Machine  | 10.00       |
| No. 48—Lever Numbering Machine..... | 10.00       |
| No. 66—Metal Dating Machine.....    | 5.00        |

### Assort your Order among the Models Listed

Get the discount on the varied assortment. Make a larger profit on a small assortment.

### We Furnish Our Dealers with Descriptive Circulars

with their names printed thereon.



Model 49  
Automatic  
Numbering  
Machine

314752 123456  
Style A Style II  
Ask for them. Style I 12345 Style III

## The Roberts Numbering Machine Co.

694-710 Jamaica Ave Brooklyn, N. Y.

Builders of all kinds of Special Numbering Equipments  
Branches and Agencies in principal countries of the world.

# ROBERTS Numbering and Dating Machines

convention had been definitely decided upon—telegrams, like falling leaves, began to flutter into the sanctums of Des Moines City Stationers, asking for reservations of show window space for the display of manufacturers' products during the period of the Des Moines Convention.

### Display of Manufacturers' Products.

"The Stationers in that section have not attended many of the national conventions, and are unaware of the number of times that proposals to hold exhibits at annual meetings have been voted down. Unhampered, therefore, by any such disconcerting precedents, the suggestion has been made to the National Executive Committee that at the Des Moines Convention, instead of attempting to accommodate a few manufacturers with display spaces at widely separated points, an effort be made to provide a convenient, centrally located hall where all manufacturers can be accorded equal privileges, and where dealers attending the convention can enjoy and study the exhibits without discomfort.

"In line with this suggestion, the Des Moines Chamber of Commerce offers for the purpose—free of any charge—the "Auditorium," including heat and light. This building is within a short distance of headquarters, and has a fine hard maple floor sufficiently spacious for all needs.

### An Outline of the Proposed Plan.

"The proposed plan contemplates making the Exhibition Hall a social center where all members and guests—both ladies and gentlemen—can assemble each evening of the convention and not only be entertained, but, while viewing the exhibits, be given an opportunity to intermingle in social intercourse.

"The Auditorium will be kept locked until 5 o'clock, when it will be opened until midnight.

"The booths for the display of merchandise can be of cheap construction, inexpensively decorated, uniform in design, and built around the walls of the Auditorium, leaving the center of the floor open for dancing and entertainment programs. An orchestra would be in attendance each evening. Exhibitors of the same class would be assigned spaces of the same dimensions, and the only expense to any exhibitor would be his pro rata percentage of the cost of erecting the booths and the expense of the orchestra. The rule adopted in the past of allowing no gifts or souvenirs to be given away would be strictly enforced.

### Do You Favor Such a Display?

"The members of the National Executive Committee and the officers of the Association have no desire to argue for or against the proposition. They fully realize this question has been submitted to several conventions of the Association in the past, and on each occasion the convention has gone on record as not being in favor of such exhibits. This decision was reached each time because of conditions and views prevailing at the moment, and for many good reasons that no one could question.

"Recently many of the members, both dealers and manufacturers, have expressed a desire for such an exhibit, and under the circumstances it is felt that in justice to them it should be submitted to a referendum vote of the entire organization.

"In forming your opinion you should bear in mind that Des Moines, Iowa, is the city where the next convention is to be held. You should also consider its geographic location away from many of the larger cities, in which manufacturers are accustomed to center their samples and displays. For these reasons it is claimed that the interest that such an exhibit would create would not only largely increase the attendance at the convention, but furnish an incentive for those many dealers—who seldom or never visit the markets—to join the Association.

"You are asked, not only to vote, but to signify whether, in the event of a majority voting in favor of such exhibit, you are of the opinion that such an exhibit will increase the attendance at the convention in Des Moines, Iowa, October 8-11, 1923.

"Yours very truly,  
(Signed) "C. L. MITCHELL,  
"President."

The concluding paragraph of the letter sent to manufacturers is as follows:

"You are asked not only to vote, but to signify whether, in the event of a majority voting in favor of such exhibit, you will take advantage of the opportunity to make a display providing the conditions governing same as they may be finally submitted meet with your approval. When replying, you are invited to express in detail your reasons for or against such display."

# Bates

"A necessity in every business"

## Announcing Another New Bates Numbering Machine —The Multiple-Four Movement

*It will do 90% of all numbering work*

To fill a long felt need for a four movement machine including consecutive, repeat and *any two other movements*, The Bates Manufacturing Co. has designed the new Bates Multiple-four Machine.

This machine is of the same high quality that has characterized Bates Numbering Machines for the past thirty-one years. A generation of manufacturing experience is back of it.

It is essentially the same in construction as the Bates Automatic Regular Movement Machine (three movement). It has all the distinctive Bates features that make these machines so superior. But this model gives your customer an *extra movement*—whatever one he needs—and *it will do 90% of all the numbering now done with seven or more movements—at a lower price.*

It will prove to be the most popular model in years to come.

In addition to giving consecutive and repeat the multiple-four gives any two other movements of the following: duplicate, triplicate, quadruplicate, quintuplicate, sextuplicate or duodecuplicate (twelve-times). You should have this multiple-four model in stock.

### THE BATES MANUFACTURING COMPANY

Factory:  
Orange, N. J.

Sales Offices:  
50 Church Street, N. Y.

The Bates Manufacturing Company  
50 Church Street, New York City

Gentlemen:—Please send full information about the new Bates machines.

Bates Multiple-Four Movement Machine



← Check Here →

Bates Rotary Telephone Index



Name \_\_\_\_\_ Address \_\_\_\_\_



### A New Bates Product

We shall be glad to give you complete information about the convenient and attractive

**Bates**  
Rotary  
Telephone Index  
*Ask us about it*



## Popular - Priced!

Each Roberts machine is sold at the *right* price—a price at which experience has proved the dealer can sell the most machines.

That the quality is as "right" as the price is demonstrated by the fact that Roberts machines are sold all over the civilized world.

## ROBERTS Numbering and Dating Machines

| Model                               | List Prices |
|-------------------------------------|-------------|
| No. 49—Automatic Numbering Machine  | \$7.50      |
| No. 47—Automatic Dating Machine...  | 7.50        |
| No. 37—Lever Numbering Machine....  | 7.50        |
| No. 50—Automatic Numbering Machine  | 10.00       |
| No. 48—Lever Numbering Machine..... | 10.00       |
| No. 66—Metal Dating Machine.....    | 5.00        |

### Assort your Order among These Six Machines

Get the benefit of a varied assortment. Get the quantity discount applying to six machines and make a larger profit!

### Our Descriptive Circulars

help make sales.  
We want our  
dealers to  
use them.  
Supplied on  
request.



314752 123456  
Style A Style B  
Style C 12345 Style D

**The Roberts  
Numbering Machine Co.**  
694-710 Jamaica Ave. Brooklyn, N. Y.

Builders of all kinds of Special Numbering Equipments  
Branches and Agencies in principal countries of the world.

### Are There Too Many Retailers?

So frequently has the question been asked or the assertion made that there are too many retailers that it seems advisable to examine the situation with some eye to the underlying facts, says the Chamber of Commerce of the United States.

We are confronted with a serious difficulty in the first place to determine whether or not there are too many retailers, because so far as we can discover no one today in this country can state even approximately how many retailers there are in any particular line of business. Figures collected by the Census Bureau are useless since they relate only to the number of persons employed and not to the number of establishments, while private investigations are not comprehensive enough.

It may be that there are too many retailers in certain lines but there is no proof of it and it remains a matter of individual opinion. As opposed to this view we have the indubitable fact that a retailer who is making a living is providing a convenience which the public is supporting. Since that really is all that a merchant does or can be expected to do, it resolves the problem into one of necessity and how is it to be determined or who is to determine whether or not a given establishment is necessary or unnecessary.

### How to Determine Needs.

We find it impossible to arrive at a clear definition of necessity. Is it to be based upon population per square mile? Is it to be based upon linear distances apart? Is it to be based upon average annual income? Or is it to be based upon a combination of all these factors? And if so, what "weight" shall each of them carry in establishing their relative importance? Corsets, we may assume, are sold through too many retailers' stores; but wash goods and blankets and hosiery and cretonnes usually are sold in the same establishments, yet we find it impossible to decide that the same number of establishments are necessary for the sale of both corsets and wash goods, while it is equally difficult to decide which of many commodities is to govern in denoting the number of dry goods establishments.

Each of the articles of commerce is subject to a different demand yet many of them must be sold through the same types of stores. Facts of this sort cannot be denied their full meaning in discussing this question. It must be looked at broadly or we shall fail in reaching correct conclusions. Books and butter have equal right to consideration in determining the number of establishments devoted to their sale, yet the facts which determine the economic need are wholly different. Hardware and hair nets bear little resemblance to each other in consumers' demand, yet they are sold often in the same establishments.

One of the great difficulties which will be met in attempting to regulate the number of establishments is in uniting wholesalers in the same principles of action. It may be that it will be found practicable to persuade all wholesale dealers in shoes not to fill an order which they receive from a retailer who has been selling shoes and whose financial rating is good. But after this difficulty has been solved it is quite possible that the authorities who supervise such matters will pronounce the practice an attempt in restraint of trade!

When all is said, here is a great problem with no immediate solution in sight. This, however, is an unsatisfactory conclusion and amounts to what boys used to call a "dare." In that spirit it is accepted as one of the serious questions facing the fabricated production department of the Chamber of Commerce of the United States, which can be answered only by an accumulation of facts not yet in existence; and these facts it has undertaken to procure.

**Herring-Hall-Marvin to Have New Chicago Home.**

The Herring-Hall-Marvin Company, now located at 211 West Washington street, Chicago, Ill., has leased a new location. It will occupy the ground floor and basement at 223 West Lake street upon the completion of a new five story building at that address. Occupancy is to be given about May 1.

**Pittenger Represents Burroughs Papers in East.**

E. M. Pittenger has been appointed Eastern representative of the Burroughs publications, with headquarters at 217 Broadway, New York, N. Y. He has charge of "Business Magazine" and the "Burroughs Clearing House." He succeeds A. H. Loucks, who has been in charge of the Bur-



E. M. PITTENGER.

roughs publications in the East for several years; Mr. Loucks has entered another advertising field.

Mr. Pittenger was at one time district advertising manager for the Burroughs Adding Machine Company at Kansas City, Mo. More recently he was in charge of direct mail production at the home office, Detroit.

**Furniture Market at St. Louis.**

A furniture market was held at St. Louis, Mo., February 12-17, under the direction of the St. Louis Furniture Board of Trade. This body represents the furniture manufacturing interests of St. Louis, and is affiliated with the St. Louis Furniture Loading Association, which handles all pool, straight and mixed car shipments from that market.

The exhibitors at St. Louis included the Conrades Manufacturing Company, Western Furniture Company and the Udell-Predock Manufacturing Company.

**Report of Committee on Education.**

From the Chamber of Commerce of the United States comes a majority report of the special committee on education. This committee was appointed under authority granted the president of the chamber to consider questions of education and to report to the board of directors. The report discusses the subject of Federal aid to state schools, and analyzes the Federal enactments bearing on education in the several states.

**Business Economics Service.**

The American Chamber of Economics, 30 Irving place, New York, N. Y., has instituted a service for business executives. It elucidates the vital principles of economics, and their application to business problems. George E. Roberts, an official of the National City Bank, New York is chairman of the advisory committee. Prominent financiers and business executives form a co-operating board.

**Dealers Who Order  
Model No. 49****order it again and again**

—proof positive that it is readily salable and highly profitable to dealers and eminently satisfactory to users.

The truth is, it represents utmost value. Comparison invited with any other machine at any price.

Five other excellent models at popular prices.

**ROBERTS  
Numbering and  
Dating Machines**

| Model                               | List Prices |
|-------------------------------------|-------------|
| No. 49—Automatic Numbering Machine  | \$7.50      |
| No. 47—Automatic Dating Machine...  | 7.50        |
| No. 37—Lever Numbering Machine....  | 7.50        |
| No. 50—Automatic Numbering Machine  | 10.00       |
| No. 48—Lever Numbering Machine..... | 10.00       |
| No. 66—Metal Dating Machine.....    | 5.00        |

**Assortment  
Proposition**

Assort your order as desired among all six models. Or take six 49's or six of any other model. Six machines give you the quantity discount.

**Our Descriptive  
Circulars**

help make sales.

We want our dealers to use them.

Supplied **314752** **123456**  
on re- Style A Style H  
quest. **12345** Style G

**Model 49  
Automatic  
Numbering  
Machine****The Roberts  
Numbering Machine Co.**

694-710 Jamaica Ave. Brooklyn, N. Y.

Builders of all kinds of Special Numbering Equipments.  
Branches and Agencies in principal countries of the world.



# Bates

## Machines for Automatic Numbering



Regular Movement



Lever Movement



Seven Movement

**B**ATES Machines for thirty years have enjoyed acknowledged leadership among automatic numbering devices throughout the world. They are without a rival for durability and simplicity. All operating parts are enclosed, protected from dust and dirt. The movements are set by means of the dial—an exclusive BATES feature—permitting of easy and instant change from one movement to another. Every Bates Machine is fully guaranteed.

**Regular Movement.** Consecutive, dup-

licate and repeat. Also made to operate in triplicate, quadruplicate, quintuplicate or sextuplicate at \$1.00 extra.

**Lever Movement.** For "irregular" numbering; the same number may be printed indefinitely, and a light pressure on lever advances it to next higher.

**Seven Movement.** Consecutive, duplicate, triplicate, quadruplicate, sextuplicate, 12-times and repeat. Where these different kinds of numbering work have to be done in the same office, this machine will meet every requirement.

| Number of<br>Wheels | Regular Movement |                    | Lever Movement |                  | Seven Movement |                    |
|---------------------|------------------|--------------------|----------------|------------------|----------------|--------------------|
|                     | Style<br>E       | Style<br>A-C-G-L   | Style<br>E     | Style<br>A-C-G-L | Style<br>E     | Style<br>A-C-G-L   |
| 4                   | 13.00            | 15.00              | 13.00          | 15.00            | 17.00          | 19.00              |
| 5                   | 14.00            | 16.00              | 14.00          | 16.00            | 18.00          | 20.00              |
| 6                   | 16.00            | 18.00              | 16.00          | 18.00            | 20.00          | 22.00              |
| 7                   | 19.00            | 21.00              | 19.00          | 21.00            | 23.00          | 25.00              |
| 8                   |                  | Style A-C<br>24.00 |                |                  |                | Style A-C<br>28.00 |

STYLE A

STYLE C

STYLE E

STYLE L

STYLE G

12345 12345 12345 12345 12345

We will be glad to send you leaflets similar to this advertisement for use in circularizing your trade, and for your catalogue we supply cuts together with suggestions for copy. There are other dealer helps to develop business in Bates Machines which will be mailed to you upon request.

THE BATES MANUFACTURING COMPANY

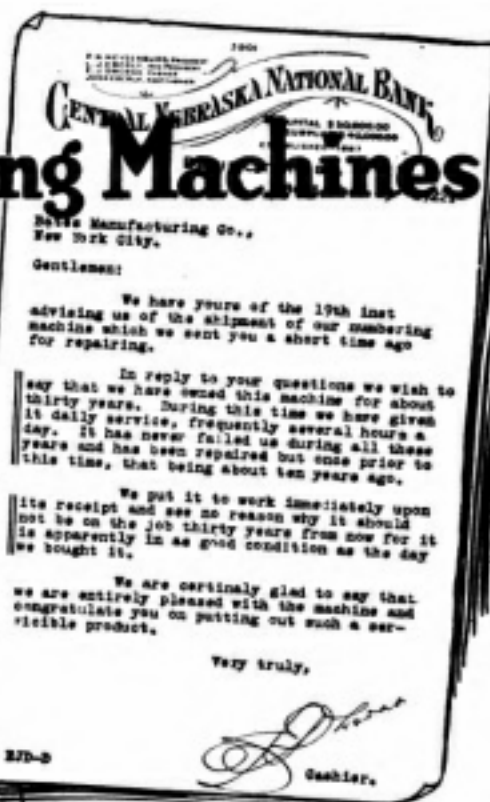
Factories: Orange, New Jersey

Sales Offices: 50 Church St., N. Y.

# Some Facts About Bates Numbering Machines



Actual photograph of a Bates Machine that has been used constantly for 31 years. Picture shows machine just as received—before being cleaned.



Complete copies of these letters sent upon request.

## Some BATES Users

U. S. Government  
British Government  
Japanese "  
Mexican "  
Porto Rican "  
Standard Oil Co.  
Pennsylvania R. R.  
N. Y. Central R. R.  
Amer. Tel. and Tel. Co.  
General Electric  
Western Union  
National City Bank  
Guaranty Trust  
U. S. Steel Co.  
Westinghouse  
(El. and Mfg. Co.)  
Princeton  
Harvard  
Yale  
N. Y. Public Library  
Amer. Railway Express  
Cunard Lines  
etc., etc.

**O**CCASIONALLY a manufacturer of many years standing is justified in summing up facts concerning his business for the benefit of the younger generation in the trade and for the newcomers.

For 32 years we have endeavored to produce the finest automatic numbering machines that can be made—fine in materials used, in design, mechanism, durability and in real value. There are over a half million Bates Numbering Machines in use today. They are doing service in 40 different countries, and are used by the governments of many of those countries including our own.

Our new lever machine is a tremendous success. The trade has recognized that its construction is as superior as that of the older Bates models.

The largest organizations in practically every line of human endeavor use our machines—the names of a few are listed on this page. There are hundreds of Bates Machines that have been in active use for 31 years. The two letters reproduced above are taken from a file of many testimonials to the merits of Bates.

These are some of the things of which we feel proud and because of which we ask your continued patronage.

## THE BATES MANUFACTURING COMPANY

Factory:  
Orange, N. J.

Sales Offices:  
50 Church Street, N. Y.



## Most Dealers Like to Push Something "Special"!

**Here it is:** The No. 49 Roberts Automatic Numbering Machine.

It is "special" in value; "special" in workmanship; "special" in accuracy; "special" in its proven salability—in its long and successful record as a sales-maker for hundreds of dealers throughout the U. S. and foreign countries.

Reinforced with five other splendid machines, to give the dealer the best assortment proposition going.

## ROBERTS Numbering and Dating Machines

| Model                              | List Prices |
|------------------------------------|-------------|
| No. 49—Automatic Numbering Machine | \$7.50      |
| No. 47—Automatic Dating Machine... | 7.50        |
| No. 37—Lever Numbering Machine.... | 7.50        |
| No. 50—Automatic Numbering Machine | 10.00       |
| No. 48—Lever Numbering Machine.... | 10.00       |
| No. 66—Metal Dating Machine.....   | 5.00        |

### Assortment Proposition

Assort your order as desired among all six models. Or take six 49's or six of any other model: Six machines give you the quantity discount.

### Our Descriptive Circulars

help make sales. We want our dealers to use them.

Supplied **314752** **123456**  
on re-  
quest. **12345**



Model 49  
Automatic  
Numbering  
Machine

**The Roberts Numbering Machine Co.**

694-710 Jamaica Ave. Brooklyn, N. Y.

*Builders of all kinds of Special Numbering Equipments.  
Branches and Agencies in principal countries of the world.*

## Wilson-Jones Company Inaugurates Educational Campaign.

During the last month or so the Wilson-Jones Loose Leaf Company of Chicago has held a series of interesting dinners weekly, followed by educational meetings at the big Franklin boulevard plant of the company, which has acted as host to the commercial stationery trade of Chicago and vicinity. The dinners are served at 6:30 with music and group singing, followed by a trip through the plant and a study of the manufacture of loose leaf devices and forms.

After a trip through the plant, the guests reassemble and listen to talks on selling and service. This has been the usual program. Addresses have been made by Frank L. Severance, Charles L. Estey, R. B. Alderson and H. B. Law.

Practically all the stationery organizations in Chicago have been represented at these meetings.

The foregoing is a very matter-of-fact statement of a movement which bids fair to be of material advantage to stationery trade of Chicago and vicinity, and if it fulfills its promise here, it is believed that the plan will be extended to other cities, the object being to educate stationery salesmen in the art of selling loose leaf devices to the best advantage and promoting the sale of loose leaf goods in every way possible. This, of course, is a considerable undertaking, but the company started it in a modest way in Chicago some weeks ago, and it will not be surprising if the movement should grow to considerable proportions and be of value not only to the stationery trade but to the loose leaf manufacturing industry.

## E. Faber Ladies Bowl Well.

The members of the Eberhard Faber Diamond Star Ladies' Bowling Club of New York have entered and conquered new fields. After watching several of the games between the married men and the bachelors of the Eberhard Faber organization, the ladies decided that bowling isn't such a strenuous pastime after all, and so for the last few months they have practiced arduously at Joe Thum's "White Elephant" alleys on Broadway.

So well did they bowl—and they used the regulation equipment—that a handsome silver sandwich tray was donated by the firm as a prize to the highest averaging bowler for the month of March. The contest has just ended and the averages show that the ladies are in a fair way to do battle with the men next season.

Miss Lillian E. Firmbach, of the advertising department, added to her popularity by averaging 137 for the month. Miss Edna Miller of the order department took second place with an average of 122.

The averages for the ten contestants are as follows:

|                         |     |                         |     |
|-------------------------|-----|-------------------------|-----|
| Firmbach, Lillian ..... | 137 | Todd, Margaret .....    | 104 |
| Miller, Edna .....      | 122 | Reck, Bertha .....      | 94  |
| Mandeville, Mabel ..... | 118 | Breslin, May .....      | 90  |
| Hirsch, Florence .....  | 114 | McGinnis, Kathryn ..... | 88  |
| Bindewald, Clara .....  | 110 | Wagner, Isabelle .....  | 83  |

The girls are now ready to bowl any other female bowling team in the stationery field, and are anxious to hear from those who are interested.

## Office Specialty Man Organizes New Sales Company.

Ray S. Klein, formerly with the St. Louis office of the International Time Recording Company, has organized the Office Specialty Sales Company, 1304 Pine street, St. Louis, Mo. The company will handle a complete line of office supplies and specialties, and desires to get in touch with manufacturers. C. E. Goessling is president and Mr. Klein is vice president and general manager.

Original from

UNIVERSITY OF MICHIGAN

# The Success of the **Bates** Lever Machine

Sales of our new Bates Lever Machine have far outnumbered our expectations. We publish this advertisement to thank the trade for its hearty appreciation.

Dealers everywhere are successfully pushing this machine realizing that many business organizations, accustomed to Bates quality, have frequent uses for irregular numbering.

The lever action operates non-automatically and is especially designed for both irregular numbering and for numbering on irregular surfaces, where the first effort does not result in a distinct impression.

It prints the same number indefinitely. A slight pressure of the finger on the lever changes it to the next higher number. It is, therefore, able to do every kind of numbering work.

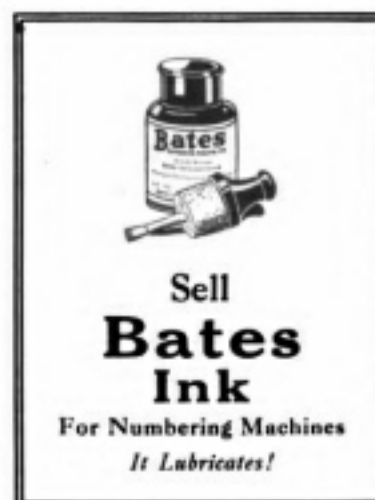
The famous Bates construction is put into this machine. A demonstration will prove it to have the *quickest and easiest action of any lever machine made*. It is distinctive because it is essentially different from any other lever machine manufactured in that it has an inside movement which protects it from the accumulation of dust and dirt and insures greater accuracy and durability.

**THE BATES MANUFACTURING CO.**

Factory:                      New York Office:  
Orange, New Jersey      50 Church St., New York



*The new Bates Lever Machine  
for irregular numbering*





## The Best Assortment Proposition Going—

say many dealers of our liberal offer  
on six machines.

You can assort your order among the  
six models listed—

Or you can take one of each model—

Or all of one model, say No. 49.

Any combination you choose so long  
as the total is SIX machines—which  
gives you the quantity discount.

# ROBERTS Numbering and Dating Machines

| Model                              | List Prices |
|------------------------------------|-------------|
| No. 49—Automatic Numbering Machine | \$7.50      |
| No. 47—Automatic Dating Machine    | 7.50        |
| No. 37—Lever Numbering Machine     | 7.50        |
| No. 50—Automatic Numbering Machine | 10.00       |
| No. 48—Lever Numbering Machine     | 10.00       |
| No. 66—Metal Dating Machine        | 5.00        |

### Every Roberts Model is a Good Seller.

No. 49 Automatic  
Hand Numbering  
Machine (illustrated)  
is sold all over the  
civilized world. The  
last word in accuracy,  
smoothness of opera-  
tion and durability.  
And the list price is  
but \$7.50!

### Our Descriptive Circulars

help make sales.  
We want our  
dealers to  
use them.  
Supplied  
on re-  
quest.



Model 49  
Automatic  
Numbering  
Machine

314752 123456  
Style A Style H  
Style G 12345 Style G

## The Roberts Numbering Machine Co.

694-710 Jamaica Ave. Brooklyn, N. Y.

Builders of all kinds of Special Numbering Equipments  
Branches and Agencies in principal countries of the world

## ADDING MACHINES

Baltimore, Md.—The Barrett division of the Lanston Mono-  
type Machine Company has opened a branch here.

Bangor, Maine.—J. S. Rich, formerly with the Grand Rapids,  
Mich., agency of the Burroughs Adding Machine Company, has  
been made agency manager here, with headquarters at 27 State  
street.

Boston, Mass.—B. L. Carr, of the local branch of the Bur-  
roughs Adding Machine Company, has made the "All Star"  
club, rolling up 159 per cent of quota.

Chicago, Ill.—The Wales Adding Machine Company has moved  
from the Silversmiths' building to the Old Colony building.

Chicago, Ill.—F. J. Roderick, sales manager of the Barrett  
division, Lanston Monotype Machine Company, visited the  
offices at Cleveland and Chicago in May.

Chicago, Ill.—P. B. Waldin, sales manager for the Marchant  
Calculating Machine Company, made an extended stay at the  
Chicago office in May. He conducted a salesman's school.  
Mr. Waldin will organize territory in the Eastern states this  
summer.

Chicago, Ill.—The Por Table Adding Machine Company, Room  
723, 208 South La Salle street, has incorporated with capital  
stock of \$600,000 to deal in adding and calculating machines  
and accessories.

Dayton, Ohio.—E. R. Pfahl led Division No. 2 of the Wales  
Adding Machine Company in April sales. He made 205 per cent  
of quota.

Detroit, Mich.—F. C. Rinsche, formerly superintendent of in-  
ventions for the Burroughs Adding Machine Company, has been  
placed in charge of the future demands division of the executive  
department.

Detroit, Mich.—The Office Appliance Exchange, 737 Griswold  
street, has been organized by H. H. Rowe. He is state repre-  
sentative for the Peters adding machine, and will handle rebuilt  
and used typewriters, calculating and adding machines.

Dover, N. Y.—The state of Maine has been added to the terri-  
tory covered by Edward H. Quimby for the Sundstrand Adding  
Machine Company. Previously he had the states of New Hamp-  
shire and Vermont. Ralph W. Johnson, who has been a sales-  
man for Mr. Quimby, has been appointed superintendent of  
agencies.

Madison, Wis.—During a carnival held by the local lodge of  
Elks, the Sundstrand adding machine was shown by W. P.  
Meagher and F. J. Thorson, special representatives.

Memphis, Tenn.—H. H. Russell topped April sales in Division  
No. 4 of the Wales Adding Machine Company.

Memphis, Tenn.—A. C. Sperry, a salesman here for the Bur-  
roughs Adding Machine Company, was elected president of the  
Northeast Memphis Improvement Club.

Milwaukee, Wis.—The Marchant Calculating Machine Company  
has opened an office at 608 Security building, in charge of C. E.  
Scheerer. Mr. Scheerer attained the rank of captain in the  
United States Army.

New York, N. Y.—The local office of the Marchant Calculating  
Machine Company has been moved from 298 Broadway to Room  
418, Stewart building, 280 Broadway.

New York, N. Y.—The local branch of the Wales Adding  
Machine Company has been moved from the ground floor of the  
old Stewart building, Chambers street and Broadway, to the  
fifth floor in the same structure.

Parkersburg, W. Va.—C. K. Reed has been appointed agency  
manager here by the Burroughs Adding Machine Company. He  
had been in charge at Bangor, Maine, previously.

Pittsburgh, Penna.—The Marchant Calculating Machine Com-  
pany has moved its offices from the Fulton building to 1121  
Bessemer building.

Portland, Ore.—B. I. Elliott was April headliner in sales of  
Division No. 5 of the Wales Adding Machine Company.

Rochester, N. Y.—An office has been opened here by the Bar-  
rett division of the Lanston Monotype Machine Company.

Tampa, Fla.—C. L. Putzel was top-notch in April sales of  
Division No. 3 of the Wales Adding Machine Company.

Tampa, Fla.—C. C. Nott, manager at Tampa for the Bur-  
roughs Adding Machine Company, was elected president of the  
Tampa Rotary Club. During his eight years' Rotary member-  
ship, Mr. Nott has served in important capacities, including that  
of director.

Worcester, Mass.—A. L. Anderson led in April sales in Divi-  
sion No. 1 of the Wales Adding Machine Company.

# The Success of the Bates Lever Machine

Sales of our new Bates Lever Machine have far outnumbered our expectations. We publish this advertisement to thank the trade for its hearty appreciation.

Dealers everywhere are successfully pushing this machine realizing that many business organizations, accustomed to Bates quality, have frequent uses for irregular numbering.

The lever action operates non-automatically and is especially designed for both irregular numbering and for numbering on irregular surfaces where the first effort does not result in a distinct impression.

It prints the same number indefinitely. A slight pressure of the finger on the lever changes it to the next higher number. It is, therefore, able to do every kind of numbering work.

The famous Bates construction is put into this machine. A demonstration will prove it to have the *quickest and easiest action of any lever machine made*. It is distinctive because it is essentially different from any other lever machine manufactured in that it has an inside movement which protects it from the accumulation of dust and dirt and insures greater accuracy and durability.

**THE BATES MANUFACTURING CO.**

Factory:                      New York Office:  
Orange, New Jersey      50 Church St., New York



*The new Bates Lever Machine  
for irregular numbering*

